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CHARLES DOWNES  
Editor

GEORGE POST  
Assistant Manager

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Traffic Consultant, Henry G. Elwell  
Refrigeration Consultant,  
Van Rensselaer H. Greene

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Advertising Staff

A. H. Ringwalt, Central Western Manager  
360 North Michigan Ave., Chicago 1, Ill.  
Franklin 0829  
Don F. Harner, Western Representative,  
1595 Pacific Ave., Long Beach 6, Calif.  
D. P. Macpherson, Special Representative,  
700 So. Washington Sq., Philadelphia 6, Pa.

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## FIELDS SERVED BY DW

The publication in which shipper, carrier, receiver, warehouseman and equipment manufacturer meet on common ground to obtain and exchange ideas and suggestions for more efficient and economical distribution of raw materials and finished products. D and W is a clearing house of information for all who are interested in:

### SHIPPING . . .

by air, highway, rail and water, of raw materials and finished products of all kinds, from points of origin to points of ultimate destination. D and W insists that efficiency and economy are as imperative in transportation of commodities as in manufacturing and selling.

### HANDLING . . .

of raw materials and finished products, in bulk, in packages, and in palletized units, for and during production, transportation, storage and distribution. D and W submits that handling costs are a vital factor in determining profits.

### WAREHOUSING . . .

of raw materials, finished products and miscellaneous supplies for any or all of the following reasons: as collateral for loans; to anticipate seasonal buying; to obtain lower rates by making bulk rather than l.c.l. shipments; to have spot stocks readily available at important market centers; as an aid in developing new markets. D and W maintains that, for efficient and economical distribution, intelligent and practical warehousing is indispensable.

### DISTRIBUTION . . .

of anything anywhere from points of origin and production to points of ultimate use and consumption whether sectional, national or international. D and W takes the position that more efficient and economical distribution is the present major problem of modern business.



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DISTRIBUTORS IN PRINCIPAL CITIES

## Despite Traffic Managers?

**A**MONG other things, air transportation offers traffic managers an opportunity to increase their professional stature. Certainly, it should be clear by this time, even to the most unimaginative, that the airplane is a new, dynamic form of transportation with potentialities capable of effecting major and revolutionary changes in methods of distribution.

The development of air passenger service gave traffic managers an obvious opportunity which, for the most part, was badly fumbled. Instead of air transportation of passengers being sold with the aid and educational assistance of traffic managers it was developed in spite of them. In the opinion of some industrial executives, with whom we have discussed the subject, the attitude of traffic men toward air transportation has not increased their prestige. In too many instances, air transportation has had to contend with stubborn, ground-bound minds incapable of imaginative and independent thinking.

We are now on the threshold of extraordinary developments in air cargo. Traffic managers have an unexampled opportunity, as transportation specialists, to present management with data on the potentialities of air cargo for future business. This calls for vision, initiative and constructive planning.

Present developments indicate that four important fields of distribution are likely to be affected materially in the near future by air transportation. These fields are: department store merchandising, the merchandising of perishable foods, of pharmaceutical products and of luxury items, such as style merchandise, jewelry, objects of art and other specialties of high value.

The evidence of this is growing daily. Here are three recent and very pertinent examples:

Despite rationing, a shoe merchant has found that by having women's shoes shipped to him by air he has been able to reduce his inventory, his capital investment and the amount of floor space required for stock. In addition, he has increased his turnover by dramatizing the delivery of style samples by air.

A chemical manufacturer has discovered that, instead of shipping a certain chemical in a diluted form in steel drums, he can save time and money for himself and his customers by shipping the chemical in concentrated form by air in 15-lb. packages.

By removing the stems and sand from spinach at point of origin it is possible to ship the equivalent of one pound of the unprocessed vegetable in a 10-oz. package, prepared for cooking, with the product arriving at its destination fresher, richer in vitamin content and at a competitive price.

Another and very important consideration with respect to air shipments is that many and varied samples of general merchandise will move by air and that those samples will develop tons of traffic for other modes of transportation.

These developments signify the trend of an approaching change in marketing practices. No traffic man can afford to ignore them. In this matter of air cargo, if traffic managers compel the airlines to by-pass them, as many did when air passenger service got under way, the profession of traffic management will suffer a severe and costly set-back.

The progress of air cargo is not going to be stopped by prejudiced opinion or indifference. There is too much at stake for too many people. Time and distance are no longer trade barriers. During the next few years, the airplane probably will change distribution practices more extensively and completely than the automobile did during the first thirty years of this century. That is something to think about.

## Post-War Warehousing

**W**AREHOUSING probabilities are discussed briefly in a recent report on post-war products and markets, issued by the Policyholders Service Bureau of the Metropolitan Life Insurance Co. The report is based on the plans of 47 industrial concerns that make a wide range of products.

"The only factor disclosed in this study which might tend to affect pre-war warehousing policies," the report states, "is the increased speed of transportation. Faster trains and low-cost air transport service, for example, would widen the radius of effective service from any given distributing point, and, therefore, tend to reduce the required number of service warehouses."

Public warehousemen are aware of this possibility and are formulating plans to meet it. There are other aspects that also deserve attention.

Public warehousemen, fortunately, are becoming more merchandise-minded. After the war they should be in a position to render more comprehensive distribution services because of their experience and the increased flexibility of their facilities and resources. With their nation-wide, chain selling organizations and trained transportation men, public warehouses already have been recognized by people in the aviation industry who see possibilities of tieing in with the warehousing industry's existing and potential facilities. No industry has had more experience in packing diversified commodities. It could be a great help in assisting the airlines in the study and execution of proper packing for air and truck movements. In addition, the refrigerated warehousing industry will be the only agency with the needed facilities and experience to handle the expected increased shipments of perishables by air.

In short, public warehouses after the war will be able to offer many new opportunities and services to industry generally for more efficient and economical distribution. Any industry which can do that certainly is essential to our national economy.



Mechanized potato diggers use rubber-covered digger chains.

# POTATOES

**The harvesting, handling and shipping of potatoes is a tremendous industry in the United States, requiring 3,300,000 acres and furnishing a livelihood for more than 1,000,000 people. War conditions have brought about improved handling methods and better understanding of some of the shipping problems.**

BY ERVIN HICKMAN

THE outstanding states in our nation for potato production are: Idaho, Colorado, Nebraska, California, Oregon, Washington, Kansas, Utah, Wyoming, and the western portion of Texas.

The potato industry devotes approximately 3,300,000 acres to the production of potatoes. The growing, handling, shipping and marketing of this crop furnishes an entire or partial livelihood for more than 1,000,000 people. The growing and marketing forms one of the most important agricultural enterprises in the United States.

## Potatoes in History

The potato, rated as one of America's foremost foods, has a history that dates back several centuries before America was discovered when the Incas of Peru ate the tubers, and found them excellent. Spain lays claim to the discovery of this source of food, but found it in Peru when the Spaniards conquered South America.

History records that potatoes were

favored at first only by the aristocrats in Europe. It was not until



Using the picking belt

potatoes were used extensively during a famine in the 16th century that they received the approval of the common people. Later, Frederick the Great of Prussia issued an order compelling his subjects to plant potatoes. Another monarch, Frederick William I of Prussia issued an edict, and had it posted in public places, threatening to cut off the ears of any subject refusing to eat potatoes.

## Vital Industry

Today, the harvesting, handling and shipping of potatoes is a tremendous industry of vital importance to many countries. Growers point out that the digging of potatoes should be done early in the morning or on cool, cloudy days, and that digging should be discontinued when the temperature gets around 85 to 90 deg. F. Equipment now used in the digging process is a level-bed, single-chain, potato digger which protects the tubers by using rubber-covered digger chains. Experience has shown, growers say, that the crop should be picked up no later than 10 minutes after digging.

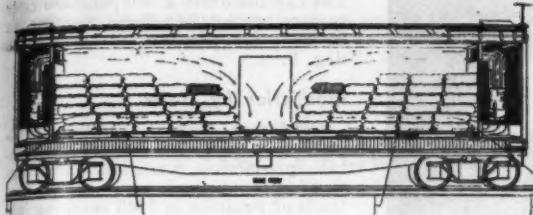
Another step used in the stages of getting the crop from harvest to consumer is that of picking them up after being dug. This consists of a picking belt which fastens around the waist of the workman who operates on the same basis as a cotton picker. Rubber covered wire baskets are also employed to eliminate bruising and injury.

## Harvesting

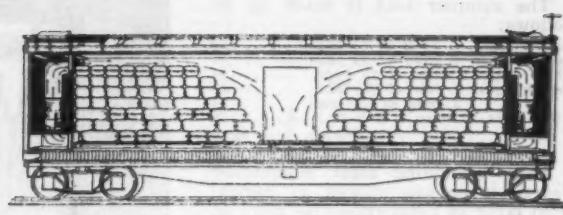
Harvesting costs vary according to the locality and methods of the individual grower. Because of the current manpower shortage, picking costs have been unusually high; the rates have run from 18c. to 28c. per 100 lbs., whereas the normal charge for this service is 8c. to 10c.

After loading the fresh potatoes on a truck in the field they are taken immediately to the packing house or storage cellar. The truck beds often are padded as well as the corners of the bed to prevent bruising of the potatoes.

The food is washed and graded as it comes off the truck. Among modern washers, the sprinkler type has proven most successful. Tank type



An approved winter loading method.



An approved summer loading method.

washers spread bacteria from diseased to healthy potatoes, growers say. The washers are padded to give protection to the product.

The potatoes go from the washing racks to storage cellars, where they are carefully piled in clean, ventilated areas to minimize losses from bruising, heat, rot and cold. A 100-lb. sack requires 2.25 cu. ft. of storage space.

A chart to show the capacity of potato storage cellars with the product stored 6 ft. deep in driveways 12 ft. wide shows that a cellar width of 36 ft. and cellar length of 50 ft. will hold 4,800 bu. or 8 carloads.

#### Transportation Costs

Transportation costs have long been an important factor in the ultimate cost of a product to the consumer. In the matter of potatoes, railroads have dealt with the subject with a resultant

saving to the grower insofar as regulatory laws would allow in keeping with good business. For example, the present rate per 100 lb. of potatoes from Twin Falls, Idaho, to Chicago is 75c. with a minimum of 45,000 lb. per car, in other words, about  $\frac{3}{4}$ c. per lb.

There are several methods used in loading freight cars with potatoes. In Idaho and eastern Oregon best results and the most reasonable cost on early crops of potatoes have been obtained by loading a dry car with the doors and ventilators open at time of loading.

#### Loading Methods

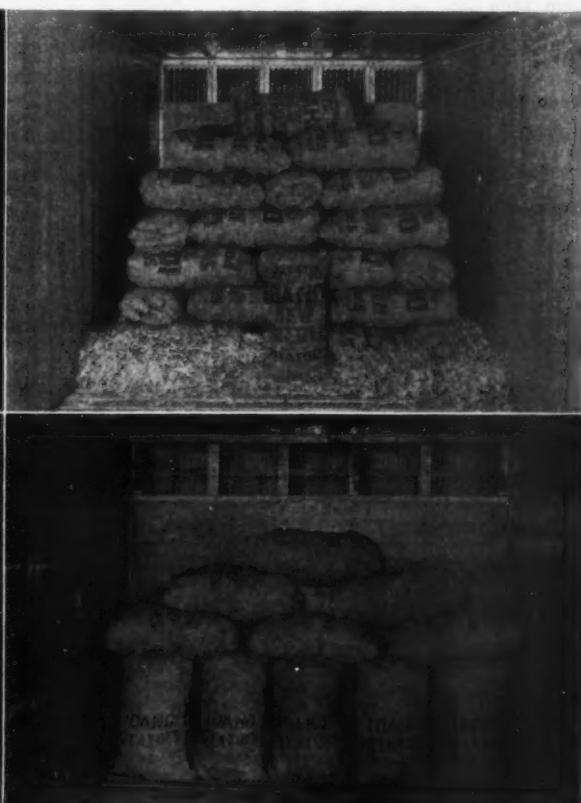
The 5-3-2-3, a 360-sack load, and the 5-3-2-1, a 300-sack load, are recommended methods and have proven most popular for summer loads. The bulkhead loads are recommended for fall and winter shipments. Below is

a chart showing the results of load methods on cars checked at destinations, in this instance, Chicago:

| Type of Load         | % of Loads Shifted | Recommended |
|----------------------|--------------------|-------------|
| 5-3-2-1              | None               | Yes         |
| 5-3-2-3              | 1                  | Yes         |
| 6-3-2-3              | 45                 | No          |
| 6-3-2-1              | 45                 | No          |
| 6-3-3-2              | 75                 | No          |
| Aisle Method         | 100                | No          |
| Fall Spring Bulkhead | None               | Yes         |
| Winter Bulkhead      | None               | Yes         |

The potatoes in these cars were observed in the field at the time of digging, in the packing house, in the car, and at destination.

The war, of course, has increased the demand for refrigerator cars. Shippers of potatoes have been urged to load cars quickly after they are spotted in order to keep the cars moving. To help relieve the situation shippers who in the past have used the recommended 300 sack load have been urged to use the 360 sack load.



Correct methods of loading and stowing potatoes in cars to provide ample ventilation. Upper and lower illustrations, at left, show two approved methods of loading in winter, using 100-lb. sacks and 15-lb. sacks. Photos at right show two good methods for summer loading to provide more ventilation. Note use of cut paper on floor to prevent bruising in picture at upper right.

The summer load is made up as follows:

|                                     |     |
|-------------------------------------|-----|
| Bottom layer—5 rows of 30 bags..... | 150 |
| Second layer—3 rows of 25 bags..... | 75  |
| Third layer—2 rows of 25 bags.....  | 50  |
| Fourth layer—1 row of 25 bags.....  | 25  |
| 2 rows of 22 bags.....              | 44  |
| Fifth layer—2 rows of 8 bags.....   | 16  |

Total ..... 360

Bags remaining after completing fourth layer are stowed as partial fifth layer in 2 flat crosswise rows on each side of doorway so as to tie bags in fourth layer.

Now, for fall and spring recommended loads the procedure is somewhat different in arriving at the same number of bags:

|  |     |
|--|-----|
| 5 stacks in each end of car, i.e., 10              | 10  |
| stacks of 29 bags each .....                       | 290 |
| 2 rows in doorway of car, i.e., 35 bags each ..... | 70  |

Total ..... 360

The winter load is the same as the last named. It has been suggested that bulkhead loads may be increased to 400 sacks per car due to war necessity with the load made up as follows:

|   |     |
|---|-----|
| 5 stacks (34 bags each) loaded in each end of the car, making total of 10 | 10  |
| stacks .....  | 240 |

Each stack contains:

6 layers of 5 bags each  
1 top layer of 4 bags

Load in doorway ..... 60

Total ..... 400

Most of the western states potato growers have found that in the matter of transportation that they get best results by running the car to the first ice station with the ventilators open, then icing and closing the ventilators. They may then re-ice as necessity indicates. In mid-western states, iced cars are best, growers say.

### Need Careful Handling

Since a potato is a living plant organism and, therefore, has to be treated and handled carefully, the problem of successful storage and transportation is of the utmost importance. It is pointed out by potato growers and authorities that potatoes bruise as easily as fruit and must be handled just as carefully.

Engineers of the U. S. Department of Agriculture recommend keeping temperature in storage cellars at 60



Rubber belt conveyor for carrying sacks from storage cellar to freight car.

to 65 deg. F. and maintaining a fairly high humidity for the first 15 days to promote healing of wounds incurred by other factors.

Rail shipments of potatoes reach enormous proportions. The Union Pacific Railroad carried over 46,000 carloads of potatoes, 830,000 tons, to market in 1939.

### Refrigerator Cars

Without question, the railroad refrigerator car has been and is the greatest boon to the potato grower from the standpoint of safe transportation and early marketing of his crop when it will bring the most money. The modern refrigerator car costs about \$3,900 and the railroads of the United States have an investment of nearly 185 million dollars in this type of equipment. The Union Pacific in the last year, through its subsidiary, the Pacific Fruit Express, has added 2,000 new refrigerator cars. The largest cars have a capacity of 50 tons,

and can maintain a temperature close to zero, or, in the coldest weather, an inside temperature of about 70 deg. F.

### Production by States

**California.** Taking the states in alphabetical order famous for their potato production, statistics show that California shipped over 12,000 carloads of potatoes in 1940 reaching into 21 states and 34 of the largest cities in the country. This state produced 22,740,000 bu. in 1940 and has averaged 11,249,000 bu. annually during the last five years with 75,000 acres being devoted to the growing of the food in 1940.

**Colorado.** Once the potato center of the world, has a good production record. The state ships approximately 8,000 carloads each year that finds markets in 40 large cities in 19 states. Some 100,000 acres are planted each year that yields about 14,000,000 bushels.

**Idaho.** famous for its potatoes, in 1940 produced 32,860,000 bu. on 124,000 acres, the 10-year average production being 24,232,000 bu. on 111,000 acres. The value of the crop is \$20,034,000 to the potato farmers of the state. Last year, approximately 32,125 cars were shipped out, going to 40 states. A total of 15,140 carloads went to 25 of the larger cities of the country. Potatoes are the biggest income crop for Idaho. Twin Falls country's "spud shipments" alone total almost 5,000 cars. The leading shipping potato points in eastern and southern Idaho are: Idaho Falls, Blackfoot, Shelley, Twin Falls, Buhl, Kimberly, Hanson, Murtaugh, Filer, Burley, Rupert and Jerome.

**Kansas.** with Kansas City the largest commercial producing locality, shipped 1,200 carloads in 1940. Kansas' annual production of potatoes is about 3,000,000 bu. on 36,000 acres.

**Montana.** The Beaverhead County section of Montana is one of the finest production sections for high class, certified seed potatoes of the Long White or White Rose, Bliss Triumph, Netted Gem and Irish Cobbler varieties. Dillon, Mont., is the center of this industry. The state produced 1,808,000 bu. of potatoes on an average of 20,000 acres last year and shipped 124 carloads to 10 of the larger markets of the nation.

**Nebraska.** is one of the leading potato states of the west. Disease-free seed potato stocks have been the specialty of this state, and its table stock is also of fine character. Normally, Nebraska produces 8,000,000 bu. on 104,000 acres of land. On the average, 8,000 carloads are shipped out of the state. In 1940, 10,435 carloads of Nebraska potatoes moved to 15 of the larger markets.

**Nevada.** Most of the irrigated Nevada tubers move to Pacific Coast markets, usually about 100 carloads being shipped annually, or about 385,000 bu. which are grown on an average of 2,700 acres.

**Oregon.** has about 44,000 acres devoted to potato crops. A normal crop runs about 6,500,000 bu. and about 4,000 carloads are shipped each year.

**Texas.** The fertile Texas area around Hereford has a potato industry

(Continued on page 74)

Loading in field. The potatoes are washed and graded when unloaded from the truck.



# An Engineer Explains

## The Need of Better Catalogs

**The National Aircraft Standards Committee, believing that complete information is the first step to standardization, and realizing the need for more informative and dependable catalogs, instituted a study of the problem by sending out a questionnaire to 32 prime contractors of airplanes, listing the more obvious requirements to be fulfilled by a properly planned catalog, and requesting comments. The results of that questionnaire with appropriate commentary form the basis of this constructive and persuasive article.**

THROUGHOUT the aircraft industry today, there is a very evident need for improvement in the cataloging of equipment and hardware articles to the advantage of the vendors as well as the purchases of these items. This need was considered of sufficient importance by member companies of the National Aircraft Standards Committee to warrant a study of the subject. The results of that study are incorporated in this article, and may be well considered as an open letter intended to assist and guide those companies that may be interested in compiling new catalogs or in improving their current cataloging methods.

### Contributing Causes

Although the need for improvement in this phase of any economic system of supply and demand may be considered to be ever present, this need has been accentuated within the aircraft industry by a number of causes, among which are:

Complications brought about by the large quantity of new products which have been placed upon the market as a result of the tremendous strides made within the industry during the last few years.

The introduction of new manufacturing firms, or branching out of established manufacturers into the production of items entirely unrelated to their regular products.

Information required by the aeronautical industry is of relatively small importance in other types of manufacturing.

Typical of this information is the envelope size, the weight, and the temperature operating range of products. Each of these is vitally important to the airplane designer who must usually fit the equipment into a very limited space; at the same time he must carefully limit weight and provide assurance that all equipment will operate in an extreme temperature range from minus 70 deg. F. to plus 130 deg. F.

The large quantity of commercial parts which are employed in the construction of modern aircraft.

These figures vary from approximately 2,700 in the case of small basic trainer designs in the 3500 lb. class, to some 53,000 parts in a 28-ton Liberator bomber, exclusive of govern-

BY E. A. PINGER  
Standards Engineer  
Consolidated Vultee Aircraft Corp.

ment furnished equipment, and quantity purchased items such as bolts, nuts, and rivets. In the ordering, stocking and handling of large quantities of parts such as these, it is

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**A WELL-PLANNED, technically useful and carefully indexed catalog is an invaluable salesman.**

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imperative that each part be correctly and concisely identified by number as well as by name to permit proper production control. It is indeed surprising to note how many products are not thus properly identified.

### Advantages of Good Catalogs

The purposes of maintaining a good catalog of products are relatively few. They are to: (a) Sell products. (b) Reduce the number of custom built parts. (c) Provide sufficient information for the design application, ordering and proper identification of the products.

On the other hand, the advantages to be gained by the vendors as well as

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**I**T cannot be too strongly emphasized that what the designer wants is technical information rather than sales talk. While a certain amount of salesmanship is not objectionable, it should be constructive and to the point.

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the purchasers of such products are quite extensive. A well-planned, technically useful and carefully indexed catalog is an invaluable salesman. It should always be kept in mind that the person in whom is vested the responsibility for determining what products are to be used on a design, will be a technically trained person who is searching for the product which will fit most satisfactorily into

the pre-determined requirements of a design. Within certain limits he knows exactly what he wants and his principal problem is to find it. The solution of this problem would be greatly simplified if the designer could have a salesman at his elbow at all times to describe the products which his company has to offer. Unfortunately, this is not possible.

It is entirely possible, however, for the designer to have a catalog of the salesman's company in his book-shelf or at least not farther removed than the Technical Library which is usually maintained in all large manufacturing plants. Therein lies one of the principal reasons for maintaining a complete and properly prepared catalog.

### Information Wanted

It cannot be too strongly emphasized that what the designer wants is technical information rather than sales talk. While it is true that a certain amount of salesmanship is not objectionable, it should be constructive and to the point. The most effective approach, in most cases, will tend to illustrate the various uses for the products, and in particular, to call to the attention of the designer adaptations of the product which he may have overlooked. Any truly useful product will sell itself if there is sufficient information presented to determine its adaptability to a particular use, and its advantages over similar products of another make.

Not to be overlooked in considering the advantage to the vendor, is the confidence of the consumer which is built up by a good contact through a well-planned catalog of products. There is a certain amount of dependability which is implied by the fact that a vendor has been able to anticipate the needs of his customer to the extent of compiling the exact information regarding his product which would be of the utmost usefulness to the consumer. Many companies would take immediate steps to improve their cataloging and numbering of products if they were to hear some of the uncomplimentary remarks made by designers or draftsmen attempting to obtain specific information from their catalogs.

Typical result of the lack of foresight on the part of manufacturers in

not supplying adequate catalog information is a statement which was made recently by an executive of an aircraft company to a manufacturer. The exact wording as taken from his correspondence made the following statement: "We like your product, but because of the paucity of information, two groups in the design room have dropped its use." The first impression may be that this is rather an insignificant reason for not using the product, but let us consider the condition further.

Most of the aircraft manufacturers today are building planes for the United States Government. One of the government specifications to which these manufacturers must work states that "Drawings shall not be prepared for commercial standard parts and hardware which are used and manufactured for commercial use such as hinges, locks, starter switches, lamp bulbs, fan belts, roll and ball bearings, etc." Again, in another paragraph, the same specification states that when "commercial and/or patented articles such as shock struts, motors, controls, instruments, etc., are used by the contractor exactly as produced by their manufacturer for commercial use or as specialties for the contractor, the manufacturer's name, address, and identifying number shall be given on the assembly drawing. The contractor shall not make a drawing covering the article but shall secure for submission to the Procuring Agency an assembly drawing, and all sub-assembly and/or detail drawings prepared by the producer on his drawing form and under his drawing numbers to completely describe and

**N**OT to be overlooked in considering the advantages to the vendor, is the confidence of the consumer built up by a good contact through a well-planned catalog of products. There is a certain amount of dependability implied by the fact that a vendor has been able to anticipate the needs of his customer to the extent of compiling the exact information regarding his product which would be of the utmost usefulness to the consumer.

identify all components by part number, name and quantity required."

The difficulty of satisfying the government requirements as well as the resulting confusion in attempting to use incompletely defined products often outweighs the advantages that would be gained by their use. Instead, the designer may choose to use a variation of design not embodying the product in question, or to use a competing product. Added to this is the usual hesitancy of duplicating drawings of patented articles.

#### Need for Proper Numbering

One of the most serious objections to the cataloging method employed by many companies is the incompleteness of numbering systems used to identify products. A good numbering system should be of as much assistance in the handling of orders and the manufacture of parts within the producer's plant as it is in ordering, stocking and assembling of the parts within the consumer's factory.

All major aircraft companies as well as the government services make

extensive use of card file and business machine systems in controlling the supply and use of the many commercial parts required in modern aircraft. These systems depend heavily upon a complete, concise number identification of each and every part. Therefore, in presenting products to the industry, producers would do well to give careful consideration to their identification by simple but complete numbering systems. To meet government requirements the identification should be limited to the use of combinations of letters, numbers and dashes not exceeding 15 places. When the identification exceeds this number of places, it is often not possible to handle it in the business machines with which the government and aircraft industry are equipped.

#### Action by the NASC

The National Aircraft Standards Committee, believing that complete information is the first step to standardization and realizing that the opinions of the numerous consumers of commercial items varied as to the information which they desired to have included in commercial parts catalog, instituted a study to answer this question at least from the standpoint of the airplane manufacturing industry. A questionnaire was issued to the 32 prime contractors of airplanes who are members of this organization, listing the more obvious requirements to be fulfilled by a properly planned catalog and requesting comments as to the relative importance of these requirements. The companies were also asked to list any additional requirements.

(Continued on page 75)

## Future of Plastics and Plywood Stressed At Pacific-Northwest Conference

**F**UTURE possibilities of plastics alone and in combination with plywood were pointed out at the Plastics-Plywood Conference recently at Seattle, Wash., the first meeting of its kind in the Pacific Northwest. Speakers included leading figures in both industries.

N. S. Perkins, technical director, Douglas Fir Plywood Assn., predicted the time would come when the public will be able to buy gaily colored plastic-faced plywood.

"Plastics," he said, "with a myriad of exciting colors and patterns appear to have stolen the show. Today, all through our industry there is talk of plastic-faced plywood. Several of our mills are already producing this type. After the war such materials will move into scores of markets formerly monopolized by more expensive and in some cases less suitable materials."

Plastics may be used as a binder with sander dust or sawdust to make an entirely new kind of plywood plastic product, Mr. Perkins pointed out.

H. W. DeWaide, Bakelite Corp., stated that manufacturers will have such a wide selection of plastics they

will be able to meet almost every need. "The phenolic plastics will range from high dielectric strength to those with exceptional water resistance and from materials that are tough and resilient to those that are hard and rigid. They will offer a wide range of color.

"Plastics will find their way in the prefabricated home of tomorrow, into much electrical equipment, and as adhesives for plywood wall sections, as a base for paint and also as strategic parts in the manufacture of equipment and fixtures."

"There are really three types of tests applied to plastics," J. K. Speicher, Hercules Powder Co., stated. "First, the simple merchandising tests for customer appeal; second, what we choose to call functional tests, which determine by trial under adverse conditions whether the finished product will perform as expected; third, engineering tests to determine fundamental strength characteristics.

"Considerable advance has been made in determining these engineering properties. The Technical Committee of the S. P. I. has been very

helpful in standardizing test methods, classifying materials and promoting uniformity of description of plastics and their properties. The PMMA and the ASTM also have committees working on this problem, and from all this effort we can expect further improvements in testing and classifying plastics so that designers and engineers will have reliable data to use in selecting and specifying plastics. However, since the properties of a particular plastic piece depend so much on the design and on how it is molded, we are still largely in the stage of functional testing.

"The improvements in cellulose plastics resulting from this new approach have been in the direction of wider useful temperature range, better dimensional stability, less cold flow, and better strength properties."

Other speakers at the conference included John Ritchie, Douglas Fir Plywood Assn.; J. D. Long, also of the association; Geo. F. Russell, Russell-Mann Co., Tacoma; Wm. T. Cruse, Society of Plastics, Inc.; T. S. Carswell, Monsanto Chemical Co.; and Dr. W. Gallay, director, National Research Council of Canada. (Haskell)

## Business "Deaths" Here

1,073,000

### Since Pearl Harbor

Although 1,073,000 American business enterprises have closed their doors and only 572,000 new businesses have been organized in the two years following Pearl Harbor, there is actually no reason to be alarmed according to the Department of Commerce's "Surveys of Current Business."

In fact these figures, which show a decline of about 500,000 business concerns, do not necessarily mean that the effects of the war upon business have been at all adverse. It simply means, according to the publication, "that business turnover is always and normally of startling proportions."

In support of its conclusion, the survey states that in the two years prior to Pearl Harbor business discontinuances totaled 914,000 or five-sixths the number during the two years following our entry into the war.

"Indeed," the authors continue, "during the war period it was only in 1942 and the first quarter of 1943 that the rate of business discontinuances exceeded that of prewar years. During the last three quarters of 1943 the rate of discontinuances was strikingly lower than before the war.

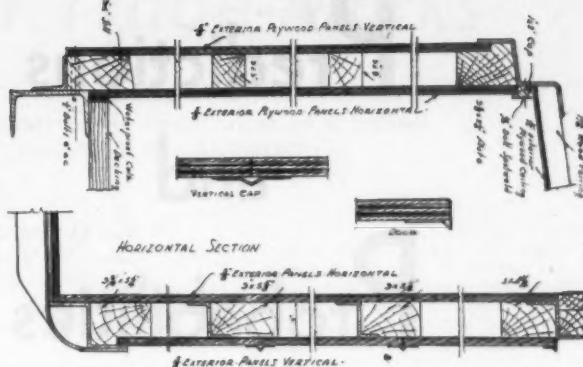
The decline in number of firms has not, on the whole, been accompanied by a similar decline in the profitability or volume of business. Although there have been notable exceptions, production, sales and profits in most lines—for small as well as large enterprises—have been maintained at a high level during the war.

A large number of recent business deaths have been due, not to the fact that the economic forces of the war have driven entrepreneurs out of business, but that the owners have found attractive alternative opportunities in war industries or have been called into the armed service. The existence of lucrative employment opportunities and the operation of selective service have been more powerful as a deterrent to entry into business."

The survey adds that the wartime drop in number of operating concerns has been due as much to the decline in the rate of entry of new enterprises as to the increase in the rate of discontinuances. As a result of the near equality between business births and deaths in recent months, the business population is said to have again become relatively stable.

A very large part of the business turnover during the war has involved the smallest enterprises. This was said not to be surprising, for the rates of entry, exit and transfer normally vary inversely with the size of the concern. During the years 1942-43, concerns with fewer than four employees—comprising about 82 per cent of all enterprises—provided 95 per cent of all discontinuances, 91 per cent of all new businesses and 90 per cent of all transfers.

Cross section detail of the Great Northern plywood-steel boxcars showing particularly the use of plywood for inside and outside sheathings and for the doors and ceiling as well.



## New Steel and Plywood Box Cars Reported 2 Tons Lighter

A MERICA'S most modern freight train, 106 plywood-steel box cars tailed by a streamlined plywood caboose, rolled westward in June over the Great Northern Railway from Willmar, Minn., to Puget Sound.

Glistening new, from the 5,400 h.p. diesel locomotive to the electrically-lighted caboose, the train's shining freight cars, painted orange to distinguish them from standard red box cars, had just come off the assembly line of the company's shops at St. Cloud, Minn., the first of 1000-units under construction.

Six of these 40-ft. standard box cars daily roll out of the shops and this rate of production will continue until the present order has been completed, said F. J. Gavin, president of the road.

### Steel and Plywood

In his announcement of the new cars Mr. Gavin explained, "Pacific Northwest plywood has been combined with steel in the construction of these 50-ton cars and we believe they are the last word in freight car construction. The outside and inside sheathings are of plywood  $\frac{5}{8}$ -in. thick, and the combination of materials results in a freight car which is two tons lighter than the average standard box car."

On the outside, panels of Douglas fir plywood are exterior-type, made with permanently waterproof binder,  $\frac{5}{8}$ -in. thick and are placed vertically. The sheets are 4 x 10 ft. in size and extend in one piece from bottom of car to top. The vertical joints between panels are covered by thin metal strips and bolted through to lumber studding. At horizontal points panels are riveted through to lumber stiffeners.

Plywood and steel also combine to form the doors, two panels being fastened together with a glued spline at the joint to form one large panel that is slipped into the metal frame.

### Plywood Lining

Cargoes will be protected from dirt and cinders since the cars are lined also with the large panels. On walls, panels are  $\frac{3}{4}$ -in. thick while on the ceiling thinner  $\frac{5}{16}$ -in. panels are used.

On interior side-walls panels are installed horizontally in contrast to the exterior sheathing which is vertically placed. In finishing this plywood, which is also of the exterior (waterproof) type, panels are first dipped in a clear resin sealer during production and are then sprayed with final coats of varnish.

### Specifications

The new freight cars are equipped with special high-speed trucks, non-harmonic springs, wrought steel wheels in addition to steel ends and roofs.

"Tests of the experimental plywood-steel freight cars indicated they are as sturdy as the conventional box cars" Mr. Gavin said, in commenting on the 2-ton reduction in weight. "Of course, many refinements are incorporated in the cars we now are building. We expect them to give exceptionally good service."

Specifications of the new cars are as follows:

Capacity (marked), 100,000 lb. Load limit, 123,300 lb. Light weight, 45,700 lb. Extreme width, 10 ft. 7 in. at height of 12 ft. 9 in. Eave width, 9 ft. 5 in. height 14 ft. 1 in. Inside length, 40 ft. 6 in. Inside width, 9 ft. 2 in. Inside height, 10 ft. 0 in. 3737 cu. ft.

### Freight Cars on Order

Class I railroads on July 1, 1944, had 41,236 new freight cars on order, the Assn. of American Railroads has announced. On the same date last year, they had 31,744 on order. New

freight cars on order on July 1, this year, included 13,506 hopper, 4,448 gondolas, 672 flat, 17,325 plain box cars, 2,818 automobile box cars, 2,167 refrigerator, and 500 stock cars.

# Predictions and Probabilities

MANY people are conjecturing these days on what the post-war future will bring in the way of improved products, and the methods that will be adopted for their distribution. In the radio and electric appliance fields, J. H. Rasmussen, commercial manager, The Crosley Corp., Cincinnati, O., has been devoting a good deal of time to research and has been giving serious thought to these subjects.

He discussed some of the probabilities and made a number of predictions recently in a talk before the Advertising and Sales Executives' Club at Kansas City, Mo. Everybody interested in distribution should find his remarks interesting and helpful.

Mr. Rasmussen has summarized his views of what the future holds for various electrical products and appliances and in regard to the distribution of them as follows:

**Electric Refrigerators:** "In 1941, 3,700,000 electric refrigerators were produced. More would have been manufactured and sold had the limitation order not curtailed the production program. Since then, there have been many important developments in processing and preserving frozen foods. Refrigerators with an enlarged frozen food storage capacity probably will get into production soon after manufacture of that type is authorized."

**Home Freezers:** "Some big meat packers are reported to be making plans to put the old-fashioned meat industry on a production basis. They foresee savings to the consumer of 20 to 30 per cent on 50-lb. frozen meat assortments. They forecast better quality and lower prices for frozen foods than for canned or fresh fruits and vegetables. Food savings will result from bulk purchases so a larger compartment will be required than can be obtained in a two-temperature refrigerator. Only a few home freezers have been manufactured and sold up to this time, but it is predicted that, when production is permitted, the demand will be very heavy."

**Room Coolers:** "The room cooler business was just beginning to come into its own in 1941. Room coolers were being widely discussed, before the war, but comparatively few were made. Forecasts regarding post-war production vary from 100,000 to 250,000 a year but our guess is that, when we have the right unit at the right price, sales might easily be 1,000,000 a year."

**Radio Industry:** "The radio industry produced 13,000,000 receivers in its peak year of 1941. This year the industry will produce about \$3,000,000

worth of signal and communications equipment for the armed services, or more than 10 times its 1941 production. An estimated pent-up demand for more than 20,000,000 sets now exists. This will be expanded as television and frequency modulation become generally available."

**Frequency Modulation:** "Forty-three commercial FM stations and six experimental FM stations are now in operation. The Federal Communications Commission is reported to hold applications for 77 additional licenses. More than 500,000 FM receivers have been sold. It will be possible to set up some 3,000 stations in the broadcasting band that has been allocated to FM, and an increase in that allocation is now being considered.

"Because there are less than 1,000 AM stations in operation, FM will permit a fine broadcasting service to many communities that do not have adequate service today. Many additional FM stations probably will be on the air within a year or two after the end of the war. Most of the more expensive radio and radio combinations will incorporate the FM band when production is resumed.

"We don't believe that FM will ever replace AM, but rather that it will supply a greatly-needed supplementary service. Many millions of families will want this improved reception and the result will be greatly increased sales-enlarged employment."

**Television:** "Television is now definitely in sight. However, before the industry can develop its final plans, we must await the recommendations of the Radio Technical Planning Board on the setting of standards and frequency assignment. The FCC may be expected to make its decisions shortly

after that. When that is done, the industry can really roll up its sleeves and go to work. The FCC has approved eight experimental and commercial stations and approximately 40 more applications await decisions by the FCC. About 5,000 home television receivers have been sold.

"Within three or four years after television gets under way commercially, it is estimated that more than 30,000,000 persons, covering more than 35 per cent of the nation's potential buying power, will be able to receive television. It is expected that satisfactory receivers can be sold at from \$150 to \$200 and upwards. The \$20 figure seems the more likely.

"Within 10 years after the end of the war, thousands of persons will be employed in the manufacture, erection and operation of television stations. More thousands of persons will be employed in the manufacture and distribution of receivers. Additional thousands will be employed in the advertising end of the business which will support the telecasting network and stations. Some day, television will be a billion-dollar industry."

**First Group:** Mr. Rasmussen asserted that the consensus of opinion today is that the first home radio receivers and the first household refrigerators to be made, when production is resumed, will be built from the same tools and dies that were used when civilian production was stopped in 1941.

"We think this is a sensible program," Mr. Rasmussen said. "We do not believe the valuable time of engineers and toolmakers should be diverted to new model refrigerators and radio receivers during the emergency. This is particularly true, because the last models which the radio and refrigerator industries produced were very efficient and attractive."

**Second Group:** "The second group of post-war refrigerators probably will include the improvements that would be developed in a year's model changes. The really new models probably won't appear until after the war has been finally terminated for a year or more. This will be true, not only because of the development time required but to allow opportunity for thorough field-testing.

"This program is wise, from the standpoints both of sales and employment. Millions of families need an electric refrigerator right now, from the very first production. Later, sales stimulation will be provided by sharply improved models."

**New Designs:** "Still later, the really new designs should be ready when a real sales impetus is required. In the meantime, every one who buys will have obtained a second value, a beautiful and efficient refrigerator."

"As to home radio receivers, much the same program will be followed. While the first household models will be from our last tools and dies, quality will be improved due to what we have learned in producing military radios to very exacting specifications. Improved manufacturing processes and more rigid quality control will result in better quality and greater uniformity. The first radio models to be produced undoubtedly will have new designs in wood cabinets. What

(Continued on page 76)

# Patents and Trade-Marks

For those who would like to know something about the procedure involved in applying for a patent or for registration of a trade-mark, the following suggestions may be helpful.

ALMOST everyone has at some time in his life conceived an idea in regard to some method, device, or product which he thought might be patentable. Many such persons would like to apply for a patent. However, because they do not know how to go about it, their ideas may languish and ultimately be abandoned. For those who would like to know something about the procedure involved in applying for a patent or for registration of a trade-mark, the following suggestions may be helpful.

## Preliminary Steps

An inventor may himself prepare and follow through his application for patent or trade-mark if he so desires. He is advised, however, unless familiar with such matters, to employ the services of a competent registered patent attorney or agent, as the value of a patent depends largely on the skillful preparation of the specification and claims.

The Patent Office does not give legal advice regarding patent procedure or discuss legal questions except in connection with, and as a part of, the treatment of a regularly filed application. Of the propriety of making an application for patent the inventor must judge for himself.

## Before Filing Application

Before filing a patent application the inventor should personally or through an attorney or agent make a preliminary search of the prior art, since it is quite possible that someone else may have already patented the invention. For this purpose, copies of all American patents issued up to the present time, minutely classified according to subject matter, are available in a public search room in the Patent Office at Washington, D. C. The Patent Office does not make searches for inventors.

Should the inventor decide to write up the application himself he should obtain three pamphlets — "Patent Laws," "General Information Concerning Patents" (containing many items of information relating to the prosecution of applications for patent, including sample legal forms to be followed in preparing the various papers), and "Rules of Practice in the United States Patent Office." These are available gratis on request to the Commissioner of Patents, Commerce Building, Washington 25, D. C. These booklets should be studied carefully before preparing the application papers.

It may be helpful to the inventor also to study the style of several recently issued patents in the field to which his invention relates.

After an application has been prepared and filed in the Patent Office,

BY MARK TAYLOR

Supervisory Examiner  
United States Patent Office

• • •

together with the filing fee required by law, which is \$30 plus an additional dollar for each claim in excess of 20, the examiner will study it minutely to ascertain whether the concept has been properly described, whether it is workable and new, and whether it constitutes an invention as distinct from mere mechanical skill. If the examiner in his search through the prior art finds that a full and complete anticipation of the thing sought to be patented has already been published, the claims of the application will be rejected for want of novelty.

Usually, however, the identical thing cannot be found though something quite similar and varying to a greater or a lesser degree may be uncovered. If this difference is considered to be merely a matter of mechanical skill the claims of the application will be rejected for lack of invention. If the difference is thought to be more than would be obvious to one skilled in that art the claims will be allowed and a patent will be granted.

## If Rejected

Whenever the examiner rejects any of the applicant's claims or makes formal objection to any part of the application he will give his reasons for such action. Thus the applicant can judge the propriety of prosecuting his application in its original form

or of amending it. If, after receiving notice of the examiner's action, the applicant decides to pursue his claim, with or without amending or altering his specification, he must do so within six months after the last official action in the case; otherwise the application will become abandoned under the law.

If the Patent Office finds, on examination, that the applicant is entitled to a patent, a notice of allowance will be forwarded, and the final fee of \$30 plus an additional dollar for each claim over 20, required by law, must be paid within six months. The patent will ordinarily be issued in about 30 days after payment of this fee. However, it may be delayed three months on request of the inventor if he so wishes.

When the inventor receives his patent he secures thereby the right to exclude others from making, using, or selling anything covered by the claims of the patent for a period of 17 years. The life of the patent expires at the end of that time and cannot be extended.

## Design Patents

When an invention relates to the external appearance of a device rather than to the operative relationship of its parts it cannot be made the subject of a regular patent but must be covered by a design patent. Regular patents are granted for the term of 17 years but design patents will be granted for terms of either 3½ years (\$10 fee), 7 years (\$15), or 14 years (\$30), as the applicant may elect. The procedure involved in obtaining such a patent is generally similar to the regular patent practice. Proper forms for the parts of a design patent application are also given in the pamphlet, "General Information Concerning Patents."

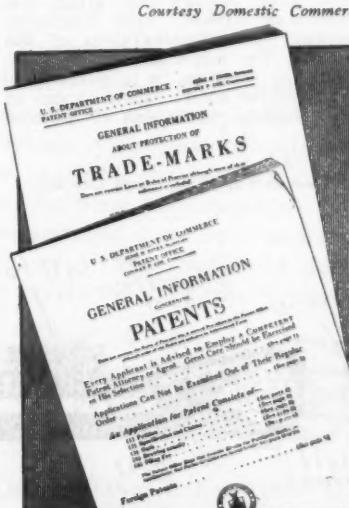
## Registering a Trade-Mark

A trade-mark is a distinctive word, emblem, symbol, or device, or a combination of any of these used on goods actually sold in commerce to indicate or identify the manufacturer or seller of the goods. While the registration of trade-marks is administered by the United States Patent Office, the trade-mark laws and procedure differ widely from the patent laws.

It is possible to obtain a patent on something that has never been actually used. Ownership of a trade-mark arises from its use and it cannot be registered unless it has actually been used before the application for registration is filed.

## Search Advisable

Before adopting and using a trade-  
(Continued on page 82)



# A MODERN MANUAL OF MATERIALS HANDLING EQUIPMENT



This is the 12th installment of Mr. Potts' modern manual of materials handling equipment. It is being published serially in D and W exclusively. Each major type of handling equipment will be named, defined, illustrated, described and its usual applications explained.

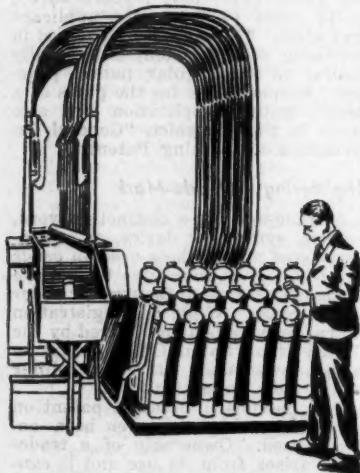
## Conveyor (Pneumatic)

**Definition**—A form of conveyor in which air in motion is the medium used to move the material.

**Description**—Two distinct types are in use: one in which packaged materials are handled in special, closed containers which closely fit the interior of a pipe through which they are driven by a difference in pressure on the two sides of the container, and



Unloading Copra by Pneumatic Tube



Pneumatic Tubes for Small Packages

the other, in which bulk material is handled loosely by reason of the velocity of the current of air in which it is suspended.

(Continued on page 95)

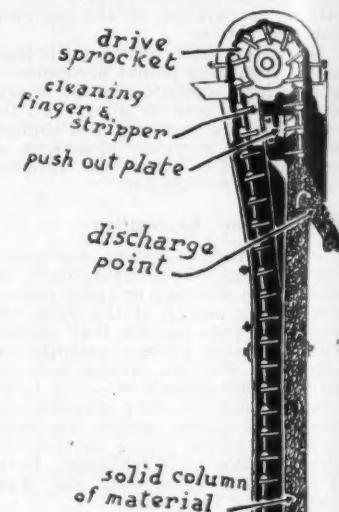
## Conveyor (En Masse)

**Definition**—This term applies to elevating and conveying equipment which moves the material slowly within a duct as a continuous core.

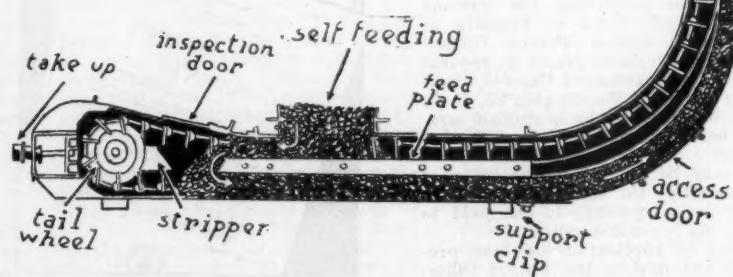
**Description**—The en masse conveyor is both an elevating and a conveying system which moves the material in a continuous mass or core. It usually consists of an enclosed steel casing through which travels the conveying element, which is an endless series of closely spaced skeleton flights. The conveyor is generally fed with a uniform load, which fills the conveying compartment and entirely surrounds the conveying element. Due to the action of the specially shaped flights, the material flows forward or upward, with the flights, in a solid, placid column. There is no internal disturbance, and the load can be discharged at any opening where it is permitted to fall away from the flights. These conveyors can be made to travel horizontally, vertically, up inclines or around curves. Several different types have been designed, based on the same principle of moving the material in a placid column, either using flights or helical conveying elements. Sometimes the term "flock" is applied to this conveyor as the material flows through the casing in a continuous stream. This eliminates breakage and disintegration of the product. By injecting cleaning elements, or scrapers, it is possible to clean out the entire casing in one or two complete revolutions of the con-

veying element. Because of the construction, the conveyor can travel horizontally, vertically and at inclines in one continuous movement.

**Application**—The en masse conveyor, whatever make, will generally handle any pulverized or granular material unless it is actively abrasive, extremely fragile, or contains unbreakable lumps. The gentleness of the en masse conveying, elevating ac- (Continued on page 26)



Cross Section of En Masse Conveyor



Exide Announces  
a new motive power battery . . .

# EXIDE-POWERCLAD

MADE AVAILABLE NOW to relieve existing  
shortages, and to supplement the Exide-Iron-  
clad, which will continue at peak production.

FOR 34 YEARS Exide-Ironclads have been recognized as the world's most dependable and efficient motive power battery. As a natural consequence the demand for them has grown to a point where production has now reached its peak. An increase will not be possible for some time to come. To relieve this shortage another truly great motive power battery has been added to the Exide line.

This new battery, the Exide-Powerclad, is not a stop-gap—not a "Victory" model—nor a composite of other battery parts. It is an entirely new battery—a result of approximately 12 years of specific and definite research, conducted for the purpose of developing a high-quality, flat-plate battery which will meet the most exacting needs encountered in the motive power service. Its essential parts are of new, improved design, and are made exclusively for the Exide-Powerclad.

Based on extensive laboratory and service tests, we can assure motive power operators that performance and power costs will compare favorably with those of Exide-Ironclads. For further particulars, write to Exide.

THE ELECTRIC STORAGE BATTERY COMPANY, Philadelphia 32  
Exide Batteries of Canada, Limited, Toronto



**Exide**  
POWERCLAD  
BATTERIES

tion, reduces to a minimum the breakage of the conveyed material. Therefore it can be used for handling a wide variety of food products, chemicals, coal, grain, etc. The material should be dry and non-corrosive. Because of the complete circuit of the conveyor,

and the fact that it can be completely enclosed, it is suitable for handling materials that should not be contaminated by exposure, and also for handling products which have a tendency to dust, thereby making a hazard for the operating personnel.

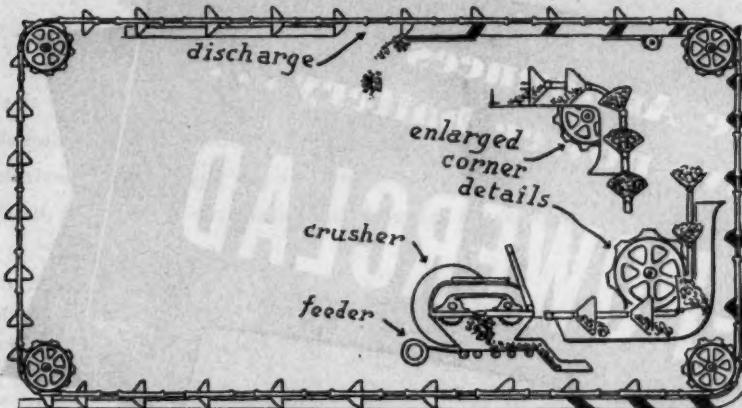


Diagram of Gravity-Discharge, V-Bucket Conveyor

### Conveyor (Gravity-Discharge, V-Bucket)

**Definition**—This type of conveyor is a simple form of bucket elevator, where the buckets raise the material and then act as flights dragging the material on the horizontal run in a trough.

**Description**—The buckets are formed in a V-shape and rigidly attached to double strands of chain. Where this type of conveyor is used for elevating only, there usually is a boot at the foot, to which the material is fed, and from which the buckets pick it up as the chains pass around the foot wheels. In other cases, as shown in the sketch, the material is to be conveyed as well as elevated, and here the material is fed into a trough and dragged along by means of the buckets. As the buckets pass around the corner spickets, the trough is carried up the vertical run for a short distance to prevent spillage. The buckets then carry up to a top run, with the trough extending down slightly on the vertical run, so that the material is spilled into the trough and is pulled along the horizontal run by means of the buckets, discharging through openings in the bottom of the trough. It will be seen that these buckets cannot convey material on an inclined plane, although the empty or return run of the buckets can be made to run on an inclined plane if desired. These elevators are generally run at low speed, approximately 100 ft. per minute.

**Application**—Because of the action of the buckets as flights, on the horizontal run, this type of conveyor is not suitable for abrasive materials. It has been used principally in handling coal at retail yards, storage points, locomotive terminals, etc. It is not suitable for handling ashes, sand, stone or similar material.

### Conveyor (Pivoted Bucket)

**Definition**—A continuous conveyor consisting of overlapping buckets suspended on pivots between two endless strands of long pitch roller chains, capable of horizontal, vertical or inclined movement, with the buckets carried level, whether full or empty, and discharging the contents by tipping the buckets up or turning them over.

**Description**—While the accompany-

horizontal runs, and for this reason the conveyor can be used for lowering material as well as for elevating it. Because of the construction of the buckets, the line of travel can be an incline, if desired. It is necessary to provide take-ups, so as to keep the chain in tension. One of the important points in the design of this type of conveyor is the lap of the bucket lips so as to prevent spilling during the loading operation. It is also essential that as the buckets travel around the circuit of the conveyor, the laps must be kept in the proper relative position or the buckets will be turned up edgewise and the contents spilled at the upward or downward turn ending a horizontal run. The dumping of the buckets is usually accomplished by means of a tripper which can be moved along the horizontal run or fixed at stationary points if desired. If in dumping, the buckets make a complete rotation (called a turnover discharge) the lips will be automatically correct. If the buckets are merely tipped up, and then righted, the laps will have to be artificially reversed by a tilting device as they turn down from the vertical into the horizontal run. In this arrangement, the bucket laps are made to swing entirely clear of each other at every turn by pivoting the buckets on extensions of the chain links beyond the pins connecting successive links, which also carry the rollers; the direction of bucket lap after discharge, or at any other time, is then unimportant. At the loading point, it is always well to provide skirt boards to guide the material into the bucket and to protect the carrying chains. On the vertical run it is well to provide guides to prevent the chain from swaying, and, of course, on the horizontal run, the chain will ride on track supports. These con-

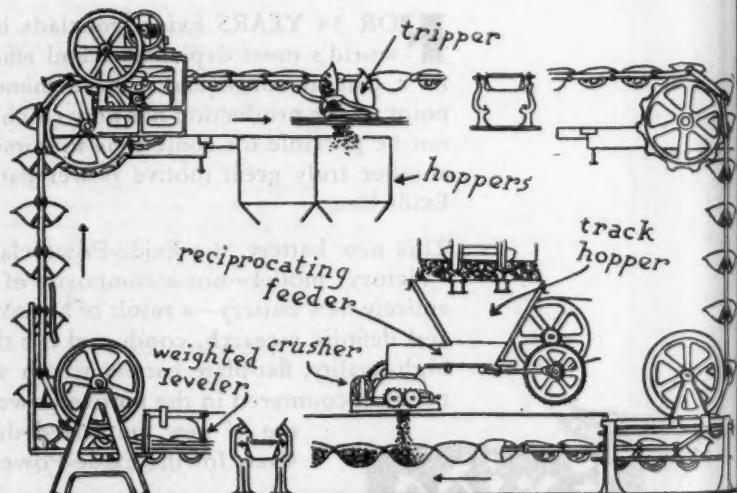


Diagram of Pivoted Bucket Conveyor

ing diagram shows a complete run of a continuous pivoted bucket conveyor, it must be understood that the line of travel can be made to conform to operating conditions. The conveyor can be loaded or unloaded on any of

veyors generally move at slow speed of approximately 40 to 60 ft. per minute, and have been built in a wide variety of bucket sizes, depending upon the capacity required.

(Continued on page 96)



Scrap is sorted at portable sorting tables, and containers are stacked on top of one another to conserve floor space.



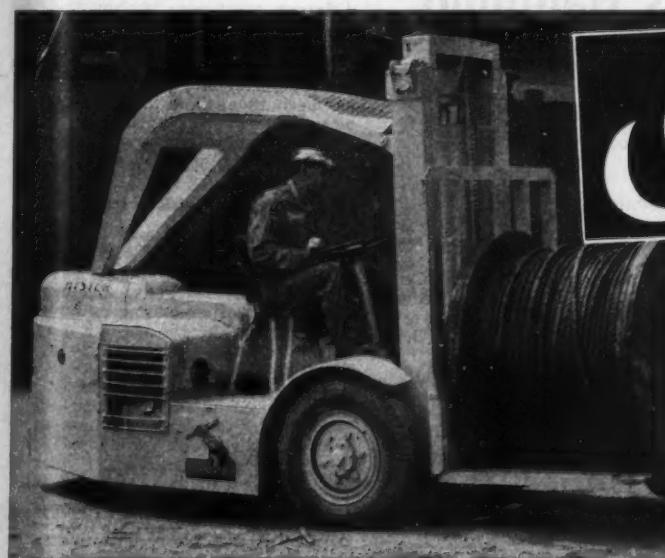
Truck with revolving fork dumping scrap from one container to another

## Palletized Bins and Fork Trucks Facilitate Salvage

SALVAGE operations at General Electric's Pittsfield Works are expedited by a handling system featuring the use of fork trucks and palletized containers for classification and storage.

Containers are stacked on top of one another in the salvage sec-

tion, conserving floor space. On the portable sorting tables mixed copper-bearing scrap is being sorted into classes having different proportions of copper, tin, lead, and zinc. Each group of metals, when separated, is shipped to mills in individual lots to be melted down for re-use as may be required.



PIONEER MANUFACTURERS OF MOBILE MATERIALS HANDLING MACHINES—FORK LIFT TRUCKS, CRANE TRUCKS AND STRADDLE TRUCKS; ALL GASOLINE POWERED; ALL PNEUMATIC TIRE MOUNTED.

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## Favors Uniform Style in Terminology

To the Editor of

### STORAGE BATTERY POWER:

I note with interest the short item on the editorial page of the April 1944 issue of *STORAGE BATTERY POWER*, "Is it Material Handling or Materials Handling?"

The writer, as you possibly know, is Materials Handling Editor of *DISTRIBUTION & WAREHOUSING*, and was formerly Associate Editor of *INDUSTRIAL MANAGEMENT*, back in the year 1925. In this position, I was also the Materials Handling Editor of *INDUSTRIAL MANAGEMENT ILLUSTRATED*, and have been associated with the industry.

Several times this question has been raised, and as far as I know, has not been conclusively answered.

working; wire drawing vs. wires drawing. In the dictionary the word "material" is defined as "pertaining to matter." Then a further "that of which anything is made" may be constructed. "matter that forms or is a component part of something."

The word "material" is meant to apply to a material and not to a plural material.

### Why Limit It?

"The word 'material' is generally meant to apply to one specific material, and does not necessarily connote the plural. Most of the mechanical equipment being offered to handle a material is capable of handling several types and forms of materials in a wide variety of shapes, sizes and containers. It is not limited to handling any one material."

rial" is defined as "pertaining to matter". A further definition is "that of which anything is composed or may be constructed; specifically, the matter that forms or may form a component part of some structure."

### One Specific Material?

"The word 'material' is generally meant to apply to one specific material, and does not necessarily connote the plural. Most of the mechanical equipment being offered to handle a material is capable of handling several types and forms of materials in a wide variety of shapes, sizes and containers. It is not limited to handling any one material. For example, is the equipment used in handling within your own plant in the making of batteries required to handle a number of material, or a number of materials?"

"We could put the question this way: is the equipment required to handle a wide variety of material, or a wide variety of materials?"

"Going back to your editorial, we might have a crusher which is only able to handle rock, or it might be able to handle a variety of sizes of rock, or it might be able to handle one grade of rock, which is a specific material. Can it handle something else besides rock? If so, then it will crush materials, covering such materials as rock, coal, granite, lime, etc.

"Concerning the term 'metal working,' industrial trucks in a foundry or industrial plant will handle a wide variety of metals, and the metals will be in different shapes, and even in different containers within the same plant. Should we say metal handling or metals handling?"

"Many years ago manufacturers tried to designate materials handling as 'mechanical handling,' but this also became confused, when hand power was required to operate the mechanical equipment or to load it."

### American Standards Assn.

"In teaching and lecturing, as well as writing on the subject, I, personally, have always found it easier to use the term 'materials,' and it would appear that other engineers have also found this to be the case. For example, I have just reviewed today the proof copies of the new safety code for conveyors and conveying machinery proposed by the American Standards Assn., and I had no part in developing this code which has been in process of work as far back as 1922. I note in their general introduction that they make the following statement: 'The introduction of mechanical conveyors in many industries has eliminated a large proportion of the accident hazards resulting from the manual handling of materials, but it has at the same time, etc.'

"Take the captions in your April issue of *Storage Battery Power*, describing the Savanna Ordnance Depot, p. 6: 'Materials arriving loose are palletized,' etc. Also, 'some materials comprise unit loads as they arrive,' etc. On p. 7: 'among the materials now being received,' etc. In the text of the article the term 'materials' has also been used. In your February issue, on p. 11, we note: 'Curtiss

(Continued on page 83)

## Material vs. Materials Handling

**It would be very helpful if one definite term could be established, because there will be much said and written about materials handling in the years to come. The need for clarification is more important than it was 20 years ago.**

EMPHASIZING the need of clarification and standardization in the field of materials handling, and citing a number of reasons why the plural of the noun is preferable to the singular, with reference to materials handling, Matthew W. Potts, materials handling editor of *D and W*, in a recent letter to George E. Stringfellow, directing editor, *Storage Battery Power*, publication issued by the Edison Storage Battery Division of Thos. A. Edison, Inc., West Orange, N. J., urges the need of standardization of nomenclature among producers and users of materials handling equipment.

"Several times this question has been raised," Mr. Potts writes, with respect to the use of the term material instead of materials handling, "without arriving at a conclusive designation of the term for the entire industry."

### Clarification Needed

"It would be very helpful if one definite term could be established, because there is no doubt that there will be much said and written about materials handling in the years to come. The need for clarification is therefore more important now than it was twenty years ago.

"Your publication has just raised the question, and mentions a survey of current industrial periodicals. This fact will also be established by making a review of current advertisements by the manufacturers of this equipment. Some use the term 'material handling' while others use the term 'materials handling'.

"Several new books, recently published on the subject, have used the term 'materials handling' and this term has also been incorporated in handbooks such as the *Cost and Production Handbook* put out by Ronald Press in 1934 where there is a section on the handling of materials.

### ASME Example

"The American Society of Mechanical Engineers, when they formed their professional divisions, used the term 'materials handling' to describe the division within the Society which was handling this work.

"Your editorial comment would seem to indicate that your publication prefers the term 'material handling' and gives parallel examples such as rock crushing vs. rocks crushing; tool grinding vs. tools grinding; metal working vs. metals working; wire drawing vs. wires drawing.

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*Just Announced!*

# REVOLUTIONARY NEW "PHILCO THIRTY" GIVES 30% LONGER LIFE!

*Lower Maintenance  
More Work  
Greater Economy*

*Less Depreciation*

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*10% More Capacity*

## Again . . . Philco Makes Engineering History

At last, a motive power battery with a revolutionary, new construction that actually gives you 30% longer life . . . and more! A brand new principle of fabricated insulation . . . developed after years of research in the Philco laboratories, and now introduced after exhaustive tests in actual service. It's the Philco "Thirty" . . . your post-war battery, available now in certain types and limited quantities. Write today for full information.

PHILCO CORPORATION, Storage Battery Division, Trenton 7, New Jersey

FOR 50 YEARS A LEADER IN INDUSTRIAL STORAGE BATTERY DEVELOPMENT

# ... Standardization

THE premise of post-war planning "the hard way," is the likelihood of reduced buying power by the general public, and recognition of the need for intensive efforts to reduce all components in the cost of goods so that ample quantities can be acquired by consumers with reduced incomes to keep the wheels of industry going and employment opportunities open.

POST-WAR planners who look upon the hard way of productive work as the right way for a period of reconstruction, after peace comes, are likely to be vigilantly alert for equipment, methods and standardization practices that will cut costs not only of production, but especially of distribution in world markets. Along with some new ideas, it seems likely that certain standard conceptions of business may have to be reapplied.

First among these ideas will have to be a fresh recognition of the consumer as the center around which all business turns. It will be his ability to purchase goods, when the spigot of government spending has been turned off, that will determine the demand for labor, the profitable use of capital and the policies of management.

## Income and Markets

We shall have to acknowledge as fundamental that the consumer must either earn higher income through normal, and not war, activities to pay for high-priced goods, or have goods priced downward in such a manner that he can acquire the same quantity as heretofore, even though his income may be less in dollars than during the era of tax-money spending.

The consumer is a worker who, in the post-war period, will be producing goods for which there is an economic need. Without such a demand, there will be little requirement for the work that the consumer can offer. At that time the consumer as a worker, will receive an income proportionate to the need for goods of which his work is a part. If there is unbalance determined by natural economics, the product itself may not be produced at all with consequent loss of chance by the worker to obtain his part as income from it.

With the Government no longer a large purchaser with tax-payers' funds, many products will be produced only if they can be sold somewhere else. This means, to people here and in other lands.

## Buying Power After War

Assertions have been made that consumers will have abundant purchasing power even after the destruction of properties on nearly a worldwide scale. The thought has been expressed that consumers automatically will be in a position to buy regardless of any price situation and that the demand, being tremendous, will only have to be filled. This assumption is the basis of post-war planning "the easy way."

Do consumers have abundant purchasing power after a war? They

There is a vital need for fresh recognition of the consumer as the center around which all business turns. It will be his ability to purchase goods, when the spigot of government spending has been turned off, that will determine our future.

may seem to have. In reality they have as reserves the obligations of indebtedness by their respective governments. Can they use these obliga-

**S**TANDARDIZATION can make for interchangeability of many parts, for less loss of motion in handling and conveying operations, for lower inventory requirements, and can facilitate the work of service organizations in the field in many ways.

tions to purchase goods of all kinds and, thereby, stimulate the operations of all sectors of industry?

The post-war planner, who plans the hard way, will say: no. First, there will be surpluses, produced at emergency prices, no longer needed by government, threatening market stability. Until their disposal, uncertainty will exist with regard to need for further production. Workmen, as consumers, will start to conserve their means against a rainy day. From this group no immediate upsurge in actual purchase of goods can be expected. Yes, the demand for the products will exist, it always does, but the decision to convert the demand into purchases may be hampered by fear of general economic instability with uncertain outlook for work opportunities.

On the other hand, certain consumers without regard to possible lean times ahead, may decide they wish to convert their war bonds into things in the possession of which they have been obstructed during the war.

Such purchasing power may prove costly, especially if ruinous inflation is to be avoided. The war bonds, if converted on a large scale, may produce less actual cash to the holder, as occurred after the first world war. Then, too, the government will not wish such an avalanche of bond conversions, as the burden would be thrown on the banks, tightening up their reserves, forcing certain commercial liquidation and creating a general feeling of uncertainty throughout all nations.

## No Monetary Panacea

Under these conditions, the consumer by guarding his substance of the past, or by being restrained from using it to avoid adverse national effects, cannot become, through financial panaceas, the saviour in the post-war period. In fact, the consumer

may, at the base, be slightly poorer in purchasing power than before the war. If he has acquired savings during the war, he may relinquish some of them, if uncertainty about continued employment creeps in, or as result of taxes, direct or indirect, to be paid for long periods in the future.

No destruction involved in war creates lasting benefits to people anywhere. In terms of assets, the world has really become poorer. The house must be rebuilt in order that its owner may again live in it. The difference between pre-war and post-war conditions is that there was no mortgage formerly on the house, but there is one now, and it has been incurred by vast numbers of people in many nations. When someone is in debt he has to set money aside for interest and amortization payments.

**T**HE difference between pre-war and post-war conditions is that there was no mortgage formerly on the house, but there is one now, and it has been incurred by vast numbers of people in many nations.

Consequently, he has less money available for the purchase of goods, unless prices, through economies, are brought down to fit in with his reduced buying ability.

## Situation Worldwide

This situation will confront all peoples in the world. Either goods will be produced and distributed in an economical manner to permit their acquisition by people with reduced buying power everywhere, or they will not be purchased at all, so far as those people are concerned. The repercussions are serious all along the line, both from a national and an international viewpoint.

If the fallacy of a monetary millennium is recognized with regard to consumers, the chances will improve for a post-war solution of the world's economic difficulties along lines of hard work, with results fundamentally beneficial to people everywhere.

The premise of post-war planning "the hard way," is the likelihood of reduced buying power by the general public, and recognition of the need for intensive efforts to reduce all components in the cost of goods so that ample quantities can be acquired by consumers with reduced incomes to

# tion for better distribution . . .

To have "internationalized domestic trade," with extension of benefits of standardization all along the line of production and distribution, American businessmen need only put their domestic experience to use and apply it intelligently to the world.



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that we must strive for increasingly in the post-war period.

**SUCCESS** in attaining economies in international distribution, so as to place more goods within buying reach of people whose actual buying power has been reduced, will determine the success of reconversion to peace activities for all people throughout the world.

Endeavors made toward most economic costs of labor per article will be in vain, unless they apply to all ramifications of business transactions starting with raw materials and proceeding through production, distribution, warehousing, servicing, etc., so that lower prices for the product may be passed on to the consumer.

It is a maxim of mass production that its benefits are attainable only through mass buying, made possible by transmittal of economies all down the line to the consumer.

## 2,000,000,000 Buyers

In domestic trade, economies ef-

fect in production and distribution may be passed on to 130 million people; in foreign trade, there is a chance to create economies in the more extensive field of worldwide distribution among two billion people.

Success in attaining economies in international distribution, so as to place more goods within buying reach of people whose actual buying power has been reduced, will determine the success of reconversion to peace activities for all people throughout the world.

In general, it is claimed that production has progressed so far as to assure the most economical cost for labor per article. This will be true, however, only as the costs for labor in handling or transporting component parts of a product in a factory have been brought down to the most attractive level. All phases of handling and transportation within the sphere of production may continue to merit review in this light.

## Benefits of Standardization

Standardization can make for interchangeability of many parts, for less loss of motion in certain handling and conveying operations, for lower inventory requirements and can facilitate the work of service organizations in the field in many ways. Unless the possibilities of standardization are explored from the viewpoint of a single enterprise, of an entire industry in a given country, and with respect to the needs of international trade, the maximum benefits will not be attained.

Measurements can be wasteful of human energy. If preparation of plans or layout for production of a machine tool involves mental processes that are unnecessary, the cost of labor per article is thereby increased without offsetting improvement in the quality of the final product. In the field of instruments and methods for calculation of sizes and volumes there is much that can be

**M**ORE emphasis will be needed with regard to the labor cost per article, or per service, and less on labor cost per day. Through cooperation, labor costs per article or per service may be reduced without jeopardy to workmen's income per day. The significant thing is to have a high daily wage earned, and economies in costs of producing and distributing commodities passed on to consumers, who are composed largely of workmen.

By **GEORGE F. BAUER**  
*International Trade Consultant*

• • •

Mr. Bauer is particularly well qualified to discuss these matters because of his background and experience. For 20 years he was export manager of the Automobile Mfrs. Assn. He initiated the World Trade League, and became its chairman. Previously, he was commercial agent in the Bureau of Foreign and Domestic Commerce; was an aid to the Financial Adviser of Haiti, and served in various Consular positions. He has traveled extensively and is versed in several languages. Recently, he served as international traffic analyst for Air Cargo, Inc.

In addition, his knowledge of the fundamentals of commerce and transportation is broad and thorough, and he has had practical experience in many of the ramifications of international trade.—The Editor.

• • •

done to effect economies which can be passed on to the final consumer.

The loss from mental activities in conversion of weights and measurements resulted in creation of the metric system. Its multiples of ten have made possible the elimination of much mental labor in production of many articles. Internationally, its use makes agreements on dimensions of goods and packages immediately understood. It is the waste of mental energy with its result in added cost of labor per article that should be avoided, especially as this uneconomic procedure has to be followed not only in production but through all the distribution and servicing stages as well. Certainly much can be done toward providing better international standards. The United States follows the metric principle in its multiples of 100 cents to the dollar. It seems equally important to do something similar in other fields to avoid the waste from fulminations with obsolete measurements. Some industries have already done so, others might profitably do so, especially during the reconversion period at war's end.

## International Products

All too often, a product is devised with local requirements in mind. Later, it is desired that the product should be sold internationally. Certain methods already adopted for domestic purposes are found diamet-

(Continued on page 87)

# Widespread Interest in Distribution Shown By Readers of August Editorial

MANY readers of the editorial "Basic Needs for Better Distribution" which appeared in *D and W* last month have written to express their interest in the subject and their commendation of the ideas expressed in the editorial which proposed three fundamental points for better integrated distribution, namely, broader concepts of distribution, simplification and standardization of methods and practices, and organization of industrial and mercantile groups for cooperative action to implement the first two points.

Because of the constructive nature of some of these letters and the widespread interest shown by many readers we publish with appreciation a few letters that we have received. We will welcome additional comment and criticism from anybody who cares to submit an opinion or offer constructive suggestions having to do with more efficient and economical distribution. Extracts from some of the letters received follow:

I have noticed, with a great deal of interest, your editorial entitled, "Basic Needs for Better Distribution," in your August issue and wish to compliment you on it.

The matter of better distribution, at lower costs, is a subject which is something like Mark Twain said about the weather—"Everybody talks about it but nobody does anything about it."

Of course, this is not altogether true, because it is a fact that many of our best minds are thinking about distribution and how to improve it, from a physical as well as a financial standpoint and it is a subject that needs crystallization under the supervision and sponsorship of a group sufficiently able, from a physical and financial standpoint, to carry on research on the subject.

The subject is of such tremendous scope that it appears to me to be too big for a publication, or even one of the larger colleges, but should be handled by some organization such as the National Industrial Conference Board, or the National Association of Manufacturers.

Distribution is too often looked upon as merely the responsibility for getting finished goods to the wholesaler, retailer or ultimate consumer and too often, the fact is lost sight of that the subject of distribution encompasses all of the activity from the movement of raw materials to the manufacturer to, and including, the delivery of the finished products to the consumer.

The all too few text books on distribution tackle the subject from various angles, frequently from the angle of sales promotion, which usually means that sales promotion and selling are treated in great detail and other phases, including the traffic man's chief concern, as well as the manufacturing operation, are not covered step by step, as they should be.

The matter of distribution in the next ten or fifteen years will involve considerably changed thinking in many respects and I am glad to notice in a number of your monthly publications through the past year, that you are practically the only magazine for which we subscribe that seems to have any space or time for treatment of the subject.

If there is anything I can do to encourage you to give further space and thought to this subject, I certainly want to do it.—R. J. Newberry, general traffic manager, Johns-Manville Corp., New York, N. Y.

Your editorial "Basic Needs for Better Distribution" is both sound and timely. The same view was shared by several others to whose attention I directed your editorial. I might also say that the articles appearing in *D and W* are in general constructively written. This is particularly true of Dr. Frederick's manuscripts.—Wm. T. Raymond, Air Transport Assn. of America, Washington, D. C.

I have read the editorial in your August issue headed, "Basic Needs for Better Distribution," and must say that you have, in a very few words, very clearly expressed the problem which confronts our national economy.

It is my personal view that your suggested approach to working out

the solution of the distribution problem through simplification and standardization to be developed through the facilities of a National Institute of Distribution is not only sound, but probably the only basis by which the desired results will be realized.

The war has taught many lessons on the need for standardization in both manufacturing and distribution which can be profitably applied to the working of our whole economy after the war through intelligent cooperation.—W. S. McCann, secretary, The Industrial Truck Statistic Assn., Chicago, Ill.

We have digested your editorial contained on page 9 of the August issue and feel that the point is well taken and considerable progress can be made in better distribution of all products and commodities.

It appears that it is just as vital and necessary for the manufacturer, in all stages of processing from the mine to the consumer, to be further educated as well as the expanding of transportation facilities themselves. Considerable progress has been made and considerably more can still be effected.—F. M. Rosenberry, traffic manager, Dochler Die Casting Co., Pottstown, Pa.

In connection with your editorial in the August issue of the *D and W*: This article very well expresses the need for serious consideration to post-war planning among the railway agencies distributing materials. The railroads are giving this serious consideration, knowing that quicker and safer scheduled deliveries will be essential in order that they may retain the heavy share of the tonnage moving in the country which is now their portion.—W. A. Clem, purchasing agent, Reading Co., Philadelphia, Pa.

Your editorial entitled "Basic Needs for Better Distribution" seems to cover the salient points rather thoroughly. With increased cost of production due

(Continued on page 100)

## An Important Subject

The editorial entitled "Basic Needs for Better Distribution," which appeared in *D and W* for August, 1944, is an able presentation of an important subject.

It seems to me that you have very aptly broken down the problem of better post-war distribution into three component parts which are "naturals". Without your number one thought, namely, broader concepts of distribution, the problem could not be attacked. This then logically leads to a simplification and standardization of both methods and practices, which have long been the crying need of all forms of distribution in this country.

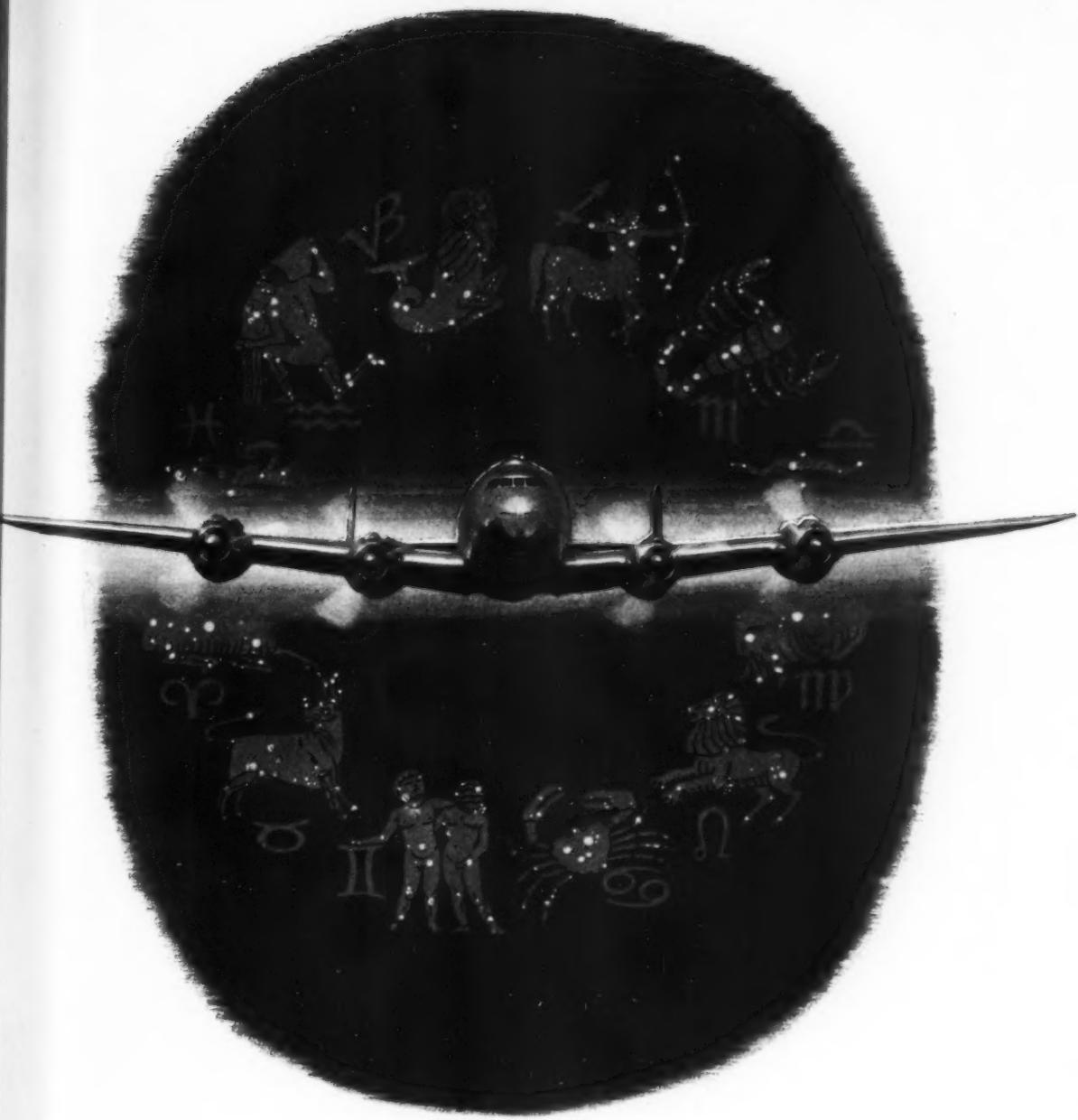
These two ideas would, however, be of little value without your third logical step in the formation of some sort of National

Institute of Distribution, formed by and supported by various industrial and mercantile associations for the purposes of coordinating and crystallizing ideas on the subject to the point where steps one and two can be effectuated.

If and when this is done, the distribution system in our country will be able to take on all competition in the new industrialized world of tomorrow, in which all nations will be, to a degree, manufacturers of some importance, and in which distances will have been minimized by air transportation.

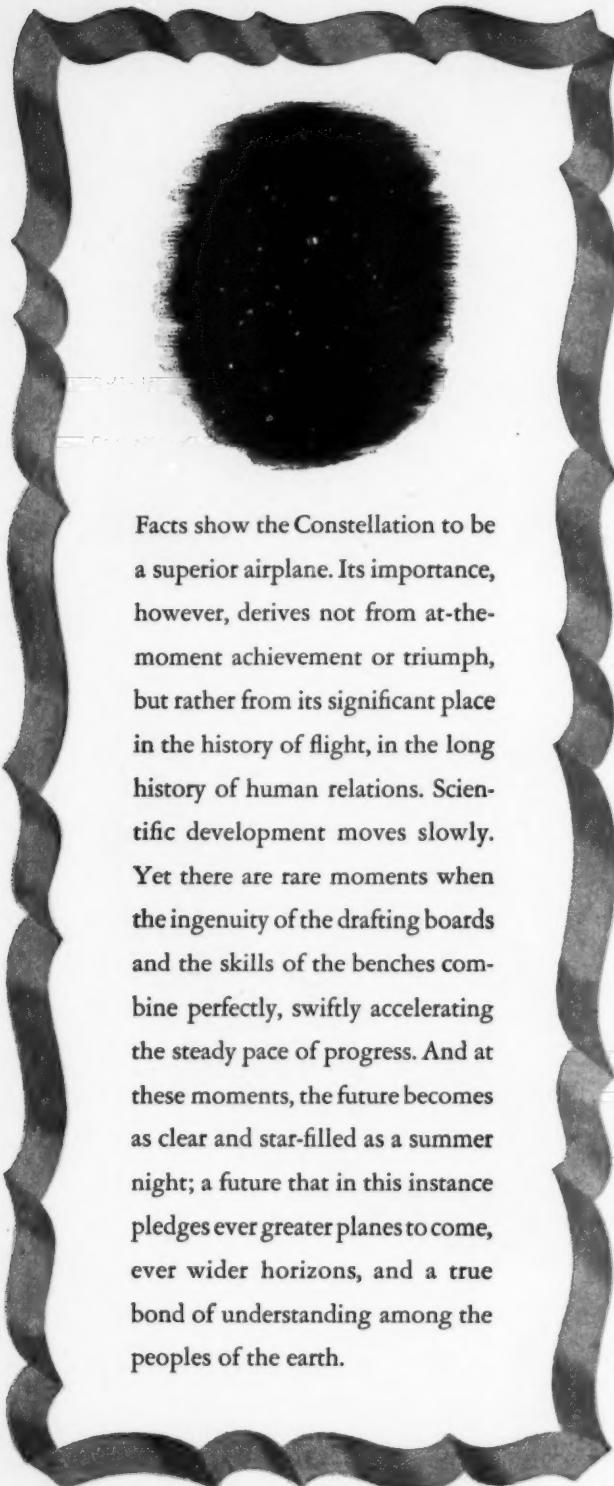
May we take this opportunity of heartily commanding and endorsing your efforts in this direction, and assure you of our co-operation to these ends.

Warren T. Justice, president,  
*Pennsylvania Warehousing and Safe Deposit Co.*,  
Philadelphia, Pa.



...THE FUTURE IS OFTEN AS CLEAR AS A SUMMER NIGHT

*The Lockheed Constellation*



Facts show the Constellation to be a superior airplane. Its importance, however, derives not from at-the-moment achievement or triumph, but rather from its significant place in the history of flight, in the long history of human relations. Scientific development moves slowly. Yet there are rare moments when the ingenuity of the drafting boards and the skills of the benches combine perfectly, swiftly accelerating the steady pace of progress. And at these moments, the future becomes as clear and star-filled as a summer night; a future that in this instance pledges ever greater planes to come, ever wider horizons, and a true bond of understanding among the peoples of the earth.

## *The Lockheed Constellation*

*Highest speed of any transport*

*Longest range of any transport*

*Largest load-carrying capacity of any transport*

*Greatest rate of climb of any transport*

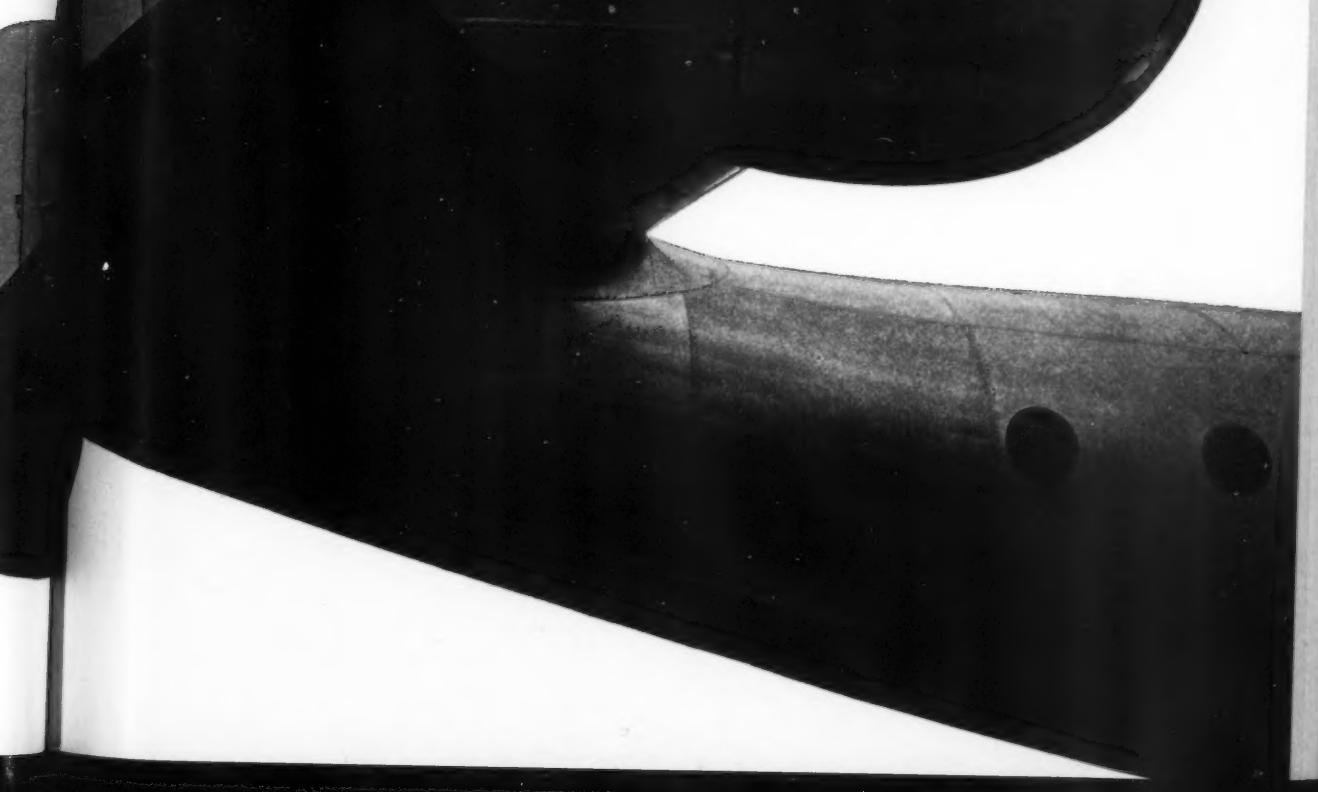
*And these performance factors make the Constellation the SAFEST of any transport.*

### **ANOTHER EXAMPLE OF LOCKHEED LEADERSHIP**

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## Q U E S T I O N S

Q. I understand that the Constellation can fly on any two of its four engines. Is this true? —E. E. M., St. Louis

A. *True. It is unique in that it can CLIMB on two engines.*

Q. Does it fly too high for comfort? —F. S., Pasadena

A. *Actually it flies high FOR comfort. The Constellation operates over weather, yet cabin pressures are kept at levels no higher than many mountain resorts.*

Q. A friend of mine insists that the Constellation needs two airports to land it. What about it? —H. J. K., New York

A. *Landing speed is less than 80 m.p.h. About 1/2 airport.*

Q. How many people will the plane carry? —W. H. McM., Boise

A. *As sky-liner—64 passengers; sky-sleeper—34 passengers at night, 48 in daytime. Crew of 6.*

Q. I'd like to ride in a Constellation. —Joan H., Brooklyn

A. *The Army Air Forces are taking all we make. After the war, you'll get your wish.*

Send in your questions. Address: Lockheed Aircraft Corporation, Department 69-55, Burbank, California

L O C K H E A D

FOR DEPENDABILITY IN FLIGHT  
LOOK TO *Lockheed* FOR LEADERSHIP

# Shippers' Right to Route Air Cargo

**Shippers and receivers ought to have as many routing powers over air cargo as fit the circumstances involved in this type of transportation. As air cargo really develops, whoever may perform the ground pick-up and delivery, the routing powers, as far as they may develop or become necessary, should be in the hands of those who buy transportation services, shippers' traffic men.**

**SHIPPERS** and receivers, today, have no right or power to route air express or to select the airline which may carry their shipments any more than they have the power to route rail express. Air express routing is left to the Air Express Division of the Railway Express Agency which divides traffic between competitive points among the several airlines. So far, this has worked all right because we really have had no air cargo as such; there have been no plane-load shipments to one consignee; and very few of the elements that make routing of rail shipments so important have presented themselves to users of air transportation.

Whether shippers or receivers will ever demand the right to route or to designate the airline that will carry their air express or air cargo depends on (1) Whether the airlines compete openly for plane-load and less-plane-load cargo in the future. (2) Whether air cargo transportation develops as complicated tariffs, differential routes and rates, combination rates, intransit and other "special services" which have made routing important in rail transportation.

## What Is Routing

In order to understand what may be involved in this routing question from the shippers' point of view, it may be well to consider what "routing" is as it has been developed in railroad transportation; the various reasons why shippers route one way or another; and to see whether this right of routing, which Mr. Henry G. Elwell pointed out in the July issue of *D and W* is inalienable though somewhat "circumscribed," will be as important to shippers of air cargo in the future as it has been and will continue to be to rail shippers.

The "routing" of shipments has always been understood to mean the furnishing of complete written or oral instructions by shippers or receivers to originating carriers as to the various carriers over whose lines it is desired that shipments be moved. This has usually meant the selection of a route and the directing of the originating carrier to use the route so selected.

The problem of routing rail traffic has usually involved the following steps: (1) Selection of one initial carrier rather than another. (2) Selection of a standard rail route rather than a differential all-rail route. (3) Selection of a rail-and-water route or rail-and-motor route rather than all-rail. (4) Selection of an all-water or

BY JOHN H. FREDERICK

*Air Cargo Editor*

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all-motor route. Not only has it been possible to ship by a number of different routes, but in the case of railroads, particularly, a number of the carriers have been able to handle shipments by two or more different routes which may vary in time consumed in transit, location of terminals, rates, liability for damage, time required for delivery, embargo requirements, the availability of special services, general reliability or other factors.

## Choices Involved

In its broader aspect, routing may be considered as including: first, the choice of a carrier, that is, the type of service desired: railway freight, motor freight, mail, air express or rail express; second, if it is desired to ship by freight it becomes a question of the type of transportation agency involved, railroad, water carrier or motor carrier, and, eventually, when we really get into the air cargo business, airline. It is when these two questions have been decided that the selection of the particular transportation company or companies that should be given the business becomes of importance. This third decision may be made, as the matter is now handled, under various circumstances by: (1) The shipper; (2) the carrier; (3) the Interstate Commerce Commission; or, (4) the consignee.

However, regardless of how the route may be designated, routing in ground transportation has become an important part of our marketing system and the shipper or consignee generally insist, in the absence of standard routes, that they be permitted to control the routing of their shipments, if they can thereby serve their own interests.

The principal matters heretofore considered by traffic managers in routing by ground carriers have been the following:

## Routing to Reduce Costs

1. Usually the most economical route is the one where the lowest line-haul tariff rate is available. However, sometimes it has been found that the route which appears to be the cheapest as far as the line rate is concerned may not really be so since the application of what appears

to be the cheapest through rate may be restricted by provisions in the tariff in which such a rate is found. Routings always have to be shown in strict accordance with tariff provisions. In cases where there is no published through rate, traffic men may construct through rates on the basis of the lowest available combinations of intermediate rates and in these cases a saving or a reduction in line haul costs is achieved only by routing shipments over the routes and by the gateways that give the lowest combination of rates.

Since the railroads have been required by the Interstate Commerce Commission to use the cheapest standard route rate on traffic unroute by shippers it has been necessary that traffic managers be very careful in designating combination routings. This has meant careful observation of routing instructions in a number of tariffs, as well as lists of participating carriers contained in each tariff so as to make sure that the carriers designated in routing instructions have actually concurred in the publishing of the tariffs used.

## Differential Routes

Routing to reduce costs may also be achieved in the use of differential route. A differential route is one which, because of some peculiarity such as indirectness, does not offer as expedited or as complete a service as the more direct short-line haul between terminal points. A differential route as contrasted with the standard route may thus take a lower rate in an effort by the railroads involved to offset other advantages possessed by the standard short line route. Differential routes are often used by traffic managers where the lower rate is of sufficient importance to offset the other advantages offered by the standard, but higher-rate, route.

Another matter often involved in routing to reduce costs of transportation is the fact that variations in freight rates must be considered with reference to the terminal delivery cost. Delivery at destination by way of one route may mean that a car can be spotted on a consignee's siding without extra cost or, on the other hand, it may mean that additional switching charges will have to be determined to discover total transportation costs. Therefore, it is necessary for a traffic man to analyze carefully the tariff provisions of the line-haul tariffs involved as well as to scrutinize thoroughly the proper terminal tariff before finally issuing routing

instructions, if total transportation costs are to be reduced. The consignee knows the delivery service best suited to his needs and may specify it in his order. When this is done he really controls routing since shippers nearly always comply with such suggestions.

#### **Routing for Speed**

2. For most shippers routing to secure speed involves a survey of the following factors: (1) time in transit; (2) expedited services available; (3) traffic congestion; (4) embargoes. Presumably, the most direct route is the swiftest but this is not necessarily so since conditions at the shipping point, en route, and at destination may retard delivery. Most railroads have developed expedited services, package cars and other fast freight devices and certain routes are better than others because of such services. Ordinarily the all-rail route has been found to be faster than the combination rail-water routes or all-water routes and motor-carriers have proven their supremacy on the ground for overnight hauls. During periods of traffic congestion, such as we have been in for the past three years, all normal service considerations and normal shipper experience as to routing has to be radically changed and revised. The controlling factor in routing to achieve speed, therefore, becomes one of the presence or lack of congestion or embargoes in selecting routes.

In routing less-carload freight, traffic managers have found the number and kind of transfers to be important since every additional handling enhances the chance for damage to shipments and affects speed of delivery. The method of transfer is also important whether it is by lighter, switching, trucks, or direct over platforms since such handlings influence directly the speed of the shipment and therefore the routing. The pooling

and consolidation of less-than-carload shipments to obtain through car movement to a distant junction point results in speeding delivery and dictates the choice of routes many times.

#### **Routing for Facilities**

3. When a traffic manager considers the problem of routing from the standpoint of the facilities which the various railroads or other ground carriers have to offer he thinks of: (1) car supply and distribution; (2) pool cars and consolidated cars; (3) package cars; (4) location of team tracks and freight stations as well as store-door delivery services. Since various routes and competing railroads may be practically the same on the basis of line-haul cost, speed and service, the facilities available or not available may determine the routing or it may be that certain superior facilities may counterbalance the cost, service and speed of other routes or railroads.

It often happens that the ability of an originating carrier to supply cars to shippers will be the factor that determines this choice and thus the routing for at least a considerable part of the journey. Also the pool or consolidated car privileges of one road over another may determine the choice of route as well as the package car services offered by railroads themselves. Lastly, the location of freight stations, team tracks and sidings in relation to the consignee is of importance. Not only speed of delivery but also trucking expenses and other delivery costs are factors which may govern the selection of a route for both carload and less-than-carload shipments. Apparent differences in freight rates may be greatly reduced if not entirely discounted by a comparison of the differences in costs arising out of the location of unloading facilities.

4. The so-called "special freight

services and privileges" offered by the railroads, particularly, are often controlling factors in routing. These may be summarized as follows: (1) transit privileges; (2) weighing, and credit arrangements; (3) claim settlements; (4) tracing, and (5) general shipper-carrier relationships.

All railroads have some reconsignment and diversion privileges available to shippers but some routes may involve the use of reconsignment points more convenient or logical than others and their application may determine the routing. Also, the service which a particular railroad may offer shippers in connection with weighing or credit arrangements may be the determining factor in routing. Since the latter arrangements are standardized as between roads the controlling factor is that, since there is some effort involved in putting up credit guaranty bonds and the like, such arrangements usually will be entered into with only one railroad and, therefore, routings will naturally flow to that road. The promptness with which a carrier settles claims is often an indirect factor in routing shipments since slowness in such matters irritates shippers and may cause them to route over other lines. Tracing facilities likewise offer a service which will enable shippers to keep a closer watch at least on their carload shipments through passing reports. This service is particularly important when diversions or reconsignments are involved.

General shipper-carrier relationships form the final factor and include all the intangible items which may influence the routing of shipments, such as personal friendships between the shipper and the freight solicitor, or the fact that a particular railroad may be a large buyer of the shipper's products. The information and assistance which the railroads offer as a service for industrial shippers and receivers likewise make for cordial shipper-carrier relationships and thus indirectly influence routing.

#### **Routing for Air Cargo**

In considering the future importance of routing for air cargo, and what shippers may or may not demand as their right in the matter, many people confuse "routing" as has just been discussed and shippers' receivers' right to select a carrier, usually the originating carrier.

The present arrangement probably will be satisfactory for all concerned until the airlines start competitive solicitation of traffic, particularly in plane-load lots, when shippers will not want to turn such traffic over to an intermediary, but will certainly want to select the originating, and on off-line shipments, the delivering carrier also. This last choice frequently is dictated by the desires of the receiver.

#### **Air vs. Rail Routing**

Routing of air cargo will differ in several respects from the routing of rail freight. In many cases, however, the selection of the originating carrier will be all that is necessary because:

- (1) Routing by rail has depended  
(Continued on page 83)



**ANOTHER USE FOR FORK TRUCKS . . .** American soldiers, severely wounded in the Battle of Normandy, were flown to New York recently by cargo plane, and were lifted smoothly and gently from the plane by a Clark planeloader fork truck and transferred by ambulance to a base hospital.

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## Rate of 5c. a Ton-Mile for Air Cargo Held Likely Earlier Than Expected

Air cargo will be carried at rates lower than those generally discussed in public, representatives of the air lines, the Railway Express Agency and Civil Aeronautics Administration said after a meeting in New York recently, sponsored by Air Cargo, Inc., research organization for the Air Transport Assn.

While there has been a general tendency to admit that as soon as the war emergency passes and sufficient equipment can be obtained air cargo rates will drop to about 30c. a ton-mile, there was a surprising unanimity in the belief that air cargo would soon be carried between 5c. and 10c. a ton-mile. This rate, it was pointed out, would make profitable for air transportation a large tonnage of perishable foods.

It was stated that a large proportion of the transport airplanes now being returned to the lines by the Army and Navy are likely to be equipped for cargo exclusively. It was pointed out that these planes, already stripped by the military services, could be fitted for cargo at far less cost than they could be re-equipped for passenger use. The average weight saved by removing seats, sound proofing and other passenger amenities from a DC-3 airplane is 1,100 lb.

It was generally agreed that there would always be a high cost air express business demanding speed, special pick-up and delivery service. This, it was said, would have to be provided by extra space generally available in passenger planes.

### SAE Expands Aeronautics Division

Increasing aviation industry demands for numerous technical services have broadened scope and activities of Society of Automotive Engineers Aeronautics Division. Functions now include studies of any technical subjects or problems leading to development of information and engineering reports broadly of concern to industry. Jobs of preparing aeronautical materials specifications, co-ordinating industry opinion on proposed government specifications and developing standards, initiated three years ago, continue.

Division headquarters staff, with three engineers and seven assistants, coordinates work of multiplicity of committees with membership counted in growing hundreds, and cooperates with SAE aircraft, aircraft engine, and air transport engineering activities in planning technical meetings.

### Plane Flies Nonstop London to Washington

The first nonstop flight from London to Washington, D. C., was made late in July by an Army Air Transport Command crew in a C-54, four-engined Douglas transport plane, the War Department has disclosed.

The flight covered 3800 miles and was made in exactly 18 hours elapsed time, averaging 210 miles an hour.

Maj. Henry T. Myers of Tifton, Ga., was the pilot.

Normal time over the ATC route from New York to Scotland, a considerably shorter distance, is between 20 and 22 hours.

### Chicago-Mexico City Linked by Plane Service

Aspirations of Chicago business leaders to make that city the crossroads of international airline service have taken concrete form with the inauguration in July of the first through flight between Chicago and a foreign nation, when civic leaders and business men witnessed the initial takeoff of an American Airlines passenger transport plane, appropriately named the "Chicago," for a direct flight to Mexico City.

Simplicity, which contrasted with the significance of the event, marked

### Sees 300,000 Civilian Planes After War —2,000 Trainer-Planes Already Bought

Predicting that 1200 transport planes probably will be in operation by airlines in the United States after the war, compared with a prewar total of 356, and that tripling of pre-war figures with respect to air-freight carriers can also be looked for, Charles I. Stanton, Washington, D. C., CAA administrator, declared at Los Angeles recently that more than twice the present 3,000 airports will be required in this country in the post-war period.

Mr. Stanton estimated that 300,000 civilian aircraft will cruise American skies in the immediate post-war years, or approximately 12 times the pre-war total. This figure, he said, is based on the latest estimates of the Civil Aeronautics Administration.

the occasion. V. D. Seaman, manager, foreign trade department, Chicago Assn. of Commerce, assisted in loading the first shipment, a duplicating machine, the first produced for civilian use in more than two years by the Speed-O-Craft Corp. of Chicago.

Leaving daily at 6:10 p. m. the new international air service is scheduled for a 14 hr. and 23 min. flight to Mexico City, where the plane arrives at 8:33 a. m. next day. (Slawson)

### Air Express Up 11% in First Half

More than 15,300,000 lb. of air express were handled for the nation's domestic airlines in the first six months of this year, the Air Express Division of Railway Express Agency reported last month. The total, partly estimated, was 15,320,827 lb., a gain of 11.2 per cent over the first half of 1943.

A total of 811,850 shipments were carried in domestic air express service in the first half of 1944, compared with 721,176 shipments in the similar '43 period, an increase of 12.5 per cent.

International air express is averaging 18,000 shipments a month, the report indicated. During the first half of this year, 112,177 shipments were dispatched through the international air gateways to Mexico, Central and South America, a 28.3 per cent increase. Shippers paid almost \$400,000 in express charges on this international air traffic, 13.6 per cent more than in the similar 1943 period.

The report pointed to the additional equipment now being acquired by the commercial airlines as indicative of the increased cargo space rapidly being made available for non-priority air express. Approximately 375 U. S. and Canadian cities now receive direct air service. By means of coordinated air and rail express schedules, these airport cities are linked to the 23,000 offices of Railway Express Agency throughout the country.

He stated that more than twice as many airports will be required, explaining that the country now has about 3,000 and can use 6,000 after the war.

The CAA, Mr. Stanton declared, has been appointed the selling agency for military aircraft that the government wishes to dispose of to the public. No Army or Navy trainers have as yet been sold, he revealed, but lists are being prepared for forwarding to the Surplus Property Administrator.

Approximately 2000 trainers used by the CAA in its war training service, Mr. Stanton revealed, have already been purchased by private buyers, including 300 in the CAA's sixth region in Southern California. (Herr)

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## 6. ANYONE CAN OPERATE IT

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The copper oxide stack—the "heart" of the charger—has unusually long and highly dependable life.



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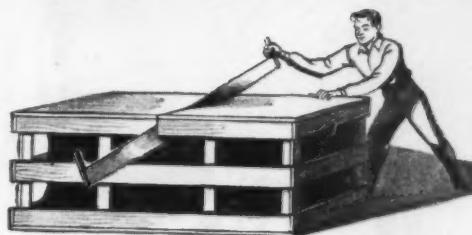
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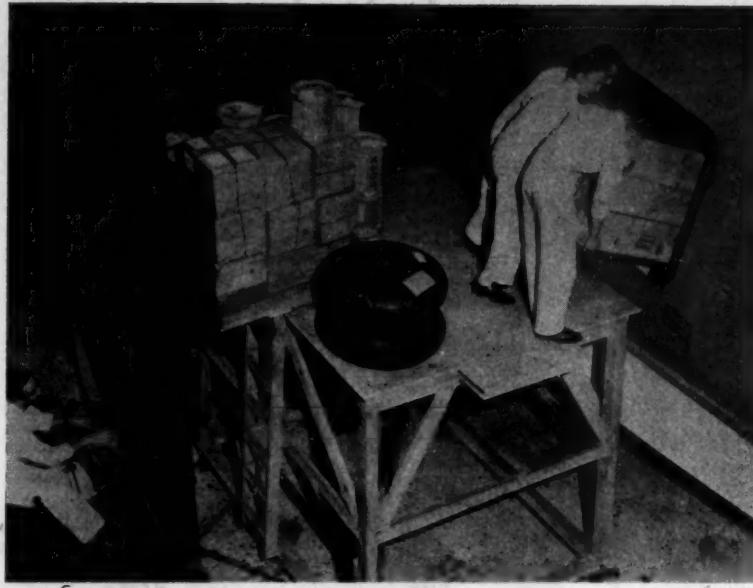
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## What's Wrong With This Picture?

By Matthew W. Potts  
Materials Handling Editor

• • •

WE recently received this photograph and the following descriptive material from a manufacturer of materials handling equipment:

**"Portable Platforms Speed Air Cargo Loading**—A simplified speed-up for the materials handling job required in loading huge air cargo planes at an airlines terminal is effected through use of portable wood platforms in conjunction with fast, versatile lift trucks.

"Biggest advantage of the portable platform-lift truck method of loading and unloading is the added speed it gives the handling job. Today's fast travel speeds over airline routes demand minimum time on the ground at terminals, if all the benefits of the extra speed are to be realized. In addition, the speedy, little lift trucks are always ready for another materials handling job, around the airport when plane loading is completed.

"The materials handling problem in this phase of air cargo transport comes from the extra height of the hatches on these giant planes. Loading by usual methods is out of the question. The portable wood platform is easy and inexpensive to construct and affords ample space for both freight and handlers. Here, large cargo loads are assembled during the loading or unloading operations. This method also provides greater efficiency because the lift truck is versatile and speedy enough to service as many as three loading platforms simultaneously.

"Portable platforms are mounted on small wheels for easy towing when the loading job is completed and the air borne cargo is on its way."

From our point of view this is the wrong type of illustration and news release to present on the subject of materials handling. We always contended that the best materials handling is no handling at all.

What do we see in this illustration? Three men lifting the case on the outside of the plane and working on a

portable platform without locking arrangement, with additional men inside the plane. This load should have been lifted directly by the fork truck into the hatch of the plane.

Another thing that is wrong with this portable platform idea is that if the loads are placed on the platform by the fork truck, it requires a lot of individual case handling into the plane. Furthermore, the descriptive material states that the platform is equipped with small wheels for easy towing. If the platform is to have any utility at all, it should be equipped with large wheels, and a permanent locking device, to make it safe in operation, and so that the load and the platform can be moved as a unit.

We do not think the platform idea is good. It injects a bottleneck in handling, similar to a freight elevator in a multi-story building. It would be better to load directly from the fork truck, and to hold or consolidate supplies on trailers for quick transportation to the plane when loading.

It is surprising also that a manufacturer of materials handling equipment should persist in using the term lift truck when he means fork truck. As we have frequently pointed out in these pages, there is a definite need for standardization of nomenclature in the materials handling equipment field. Multiplicity of nomenclature leads to difficulties and confusion, and is neither conducive to sound engineering practice nor to public acceptance of basic materials handling principles.

## New N. Y. Airport To Be Ready in '45

Stating that the field would be ready for flight operations in the fall of 1945, "even if we have to construct temporary buildings," Mayor La Guardia of New York City made public last month a new revolutionary design for the runways of the huge \$60,000,000 municipal airport at Idlewild on Jamaica Bay in the Borough of Queens.

The Mayor said that with the aid of radar and other technical devices and improvements developed in the war, airlines expect to maintain their schedules with railroad precision in fog, rain, snow or wind.

The official design as made public includes six runways, of which two will be 10,000 ft. long. A third will be 8,200 ft. in length, another 7,500 ft., another 6,500 ft. and the sixth 6,000 ft. Bids for the work on the 10,000-ft. runway will be advertised this month, with work to start almost immediately, Mr. La Guardia said.

The administration building and control tower, estimated to cost \$7,500,000, will be in the center of the web of runways, with the two 10,000-ft. runways running parallel.

## Lettuce Shipments by Air Held Likely Soon

Test flights of California lettuce to Eastern markets have been made recently by the U. S. Department of Agriculture via Transcontinental and Western Airlines under the supervision of Dr. R. W. Hoeker, chief of the Bureau of Agriculture Economics' fruit and vegetable marketing section.

Object of the test shipments, accompanied by Dr. Hoeker, was to study effects of temperature changes and other factors of air transportation on the lettuce cargo. Results are tentatively described as promising.

Part of one of the first cargoes was taken to Washington for laboratory study; the remainder was placed on sale unadvertised in various retail stores priced about 30 per cent above normal consumer prices. Overnight transportation of this perishable crop for delivery at Eastern markets in prime condition is foreseen as a large post-war development. (Gidlow)

## Engines Run 1,134 Hours Without Overhaul

Breaking all records for sustained performance, four Wright Cyclone engines in a Boeing B-17 Flying Fortress at Tyndall Field, Florida, have flown 1,134 hr. and 18 min. without overhaul, according to official service reports received by the builders of the engines, the Wright Aeronautical Corp., Paterson, N. J.

Flying a total distance of approximately 200,000 miles, and spending more than 47 full days of time in the air, the four engines were finally removed for overhaul after breaking by 59 hours the previous mark recognized by the Air Service Command at Wright Field. This was a mark of 1,075 hours set by another Cyclone-powered Fortress at Roswell, New Mexico.

# Why Motor Carriers Should Improve Their Claim Procedure

**Shippers/consignees stand ready to cooperate with motor carriers in devising a plan of action which will iron out the claim kinks now prevalent. But the motor carriers must do their own house cleaning and realize that prompt payment of loss and damage claims is a big factor in building good-will.**

By HENRY G. ELWELL

*Traffic Consultant*

• • •

**E**ITOR'S NOTE: This article was written before the recent meeting in Chicago at which the American Trucking Associations pledged a reform campaign for better handling of loss and damage claims as a result of protests by the National Industrial Traffic League and other shippers' organizations, a report of which was carried in the August issue of *D&W* p. 36.

Mr. Elwell's article is based entirely on personal experience, although he checked with other traffic managers before writing to learn whether his experience was exceptional. His check revealed that other traffic men also had similar complaints.

While a number of "horrible examples" are cited in this article, it also points out that motor carrier operators are obligated to make a thorough investigation of claims before settlement. We believe the author has stated the facts as they are, and that his argument is fair and valid.

• • •

been made with connecting carriers where any such are involved.

## *Payment in Suspense*

Where loss or damage has arisen in connection with a shipment moved over a two or more line-haul (joint haul) by railroad, the railroad to which the claim has been presented pays the claimant under what is termed "payment in suspense," and then bills the connecting carrier or carriers for its, or their, portion of the claim.

Now, it is not the intent in this article to "boost" the railroads or to "knock" the motor truck carriers. The comments just given are included merely to direct attention to the fact that one type of carrier has "become of age" insofar as the handling of claims is concerned, whereas the other seems not to have yet reached "the age of reason."

## *Careful Investigation*

Any reasonable person will agree that motor truck carriers, as well as railroads, of necessity, must take due and careful action in investigating all claims presented to them by shippers/consignees for alleged loss or

damage while the goods are in the possession of the carriers.

Shippers/consignees, by and large, are aware that the Interstate Commerce Commission has warned: "It is not a proper practice . . . to adjust claims immediately upon presentation and without investigation. In all cases, claim investigation must be thorough and must disclose lawful basis for payment before the claim is adjusted."

Motor truck operators must protect their interests. They have to guard against any attempt on the part of a shipper/consignee to take advantage of an oversight.

For example, it has been said that on at least one occasion a shipper tendered a shipment to a trucking company, obtaining a receipt from the truck driver, but that the driver failed to load the shipment which thus remained on the shipper's loading platform. It is further said that after the truck had left the premises the shipper removed the goods from the platform without informing the trucking company and later filed a claim for loss in transit. Whether or not this may be a hypothetical case makes no difference. It does indicate that motor truck carriers have to carefully investigate claims for loss or damage before settling with the claimant.

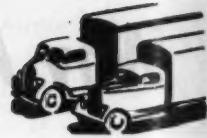
## *Lame Excuses*

But, why should any motor truck carrier withhold payment of the amount of a claim after it has been substantiated that the carrier is liable for the loss or damage? And, "for the love of Pete," why should motor truck operators give false pleas for not paying claims? Apologies such as: "we are short of clerical help," even though several months had passed since the claim was presented; or, "we have not received a reply from the connecting carrier to whom we made delivery," are pretty lame excuses.

Here is another "gloss over" by a motor truck carrier that is a "honey": "We are holding up payment of your claim because the connecting carrier, to whom we made delivery, made delivery to the wrong consignee. We are now writing to the wrong consignee in an endeavor to learn whether or not he received the shipment which should have been delivered to the right consignee." Rather a complicated explanation and sorry situation . . . but why should the claimant suffer delay

(Continued on page 46)

# Motor Cargo . . .



## Trailer Production for Half of '45 Calls for 14,464 Units, WPB States

Based on the requirements of the claimant agencies (Office of Defense Transportation, Foreign Economic Administration, Canada, and the United States Maritime Commission), the commercial trailer program recently approved by the War Production Board calls for the production of 14,464 units in the first six months of 1945, WPB has announced.

Carryover of unfinished trailer production in 1944 is not expected to be scheduled in addition to the trailer program of 1945, WPB said. Instead, such unfinished production probably will become part of the 1945 program, it was explained. The 1944 trailer program called for the production of approximately 31,000 units.

A breakdown of the trailer program for the first half of 1945, as presented to the Truck Trailer Industry Advisory Committee recently, follows:

|                              |        |
|------------------------------|--------|
| General Freight . . . . .    | 11,248 |
| Low Beds (haulers) . . . . . | 263    |
| Poles . . . . .              | 1,570  |
| Milk Tanks . . . . .         | 139    |
| Petroleum . . . . .          | 625    |
| Off-highways . . . . .       | 375    |
| Miscellaneous . . . . .      | 255    |
| TOTAL . . . . .              | 14,464 |

In an effort to ease the critical casting situation largely traceable to a manpower shortage, the Army, Navy, War Manpower Commission, Office of War Information and the War Production Board are all participating in a program to recruit more labor for the foundry industry, WPB officials told the committee.

Although an adequate supply of material is available for tire production, the shortage of labor is a bottleneck hindering production, Office of the Rubber Director reported. The outlook for the third and fourth quarters, so far as tire production is concerned, is not very promising, it was said, but relief may be forthcoming by the first quarter of 1945.

It was suggested by the committee that, where a manufacturer failed to place orders for material requirements within 90 days of receiving his trailer authorization, the authorization be withdrawn and placed with other trailer manufacturers.

A simplified rationing procedure for trailers was recommended by the committee. It proposed an allocation system based on types rather than on detailed makes and models.

### New Fruehauf Branch

Opening of a new factory branch in El Paso, at 1706 Texas St., has been announced by the Fruehauf Trailer Co.

### Agricultural Priority For California Trucks

Under a directive issued by War Mobilization Director James F. Byrnes upon recommendation of United States Senator Sheridan S. Downey, of California, the Army and Navy have agreed, until Nov. 30, to transport no freight in trucks suitable for hauling agricultural products, except in emergency cases.

The arrangement is part of a coordinated special program of government agencies which has been set up to insure movement of agricultural products from California to other sections of the country during the summer and early fall. (Herr)

### Tire Woes Menace California Crops

With enormous fruit harvests due to start this month "a major crisis" in truck transportation of such crops is imminent according to Roy Thompson, secretary-manager of the Truck Owners' Association of California. Thompson says, the shortage of truck tires is made more serious by the fact that the new synthetic rubber does not hold up in California's summer heat under heavy truck operation, resulting in only a fifth of normal mileage. (Gidlow)

### Court Orders Payment Of Overtime Since 1938

In a decision which established a precedent for Southern California's trucking industry, Federal Judge C. E. Beaumont at Los Angeles in July ordered the Southern California Freight Lines to pay its mechanics and body builders in accordance with the provisions of the Wage and Hour Act.

The company had urged that its mechanics were exempt from the act and were subject to the Interstate Commerce Commission's rules, which do not require time and a half overtime after 40 hours per week.

The ruling, under which the company would have to pay approximately \$20,000, is expected to have far-reaching effects on other workers in similar employment. In his ruling, Judge Beaumont said:

"It is the opinion of the court that all of the plaintiffs in this suit may recover overtime since Oct. 24, 1938, for which they were not compensated at the rate of time and one-half their regular hour rate, and may recover liquidated damages based on the above, in an equal amount."

The court held that the freight lines concern failed to sustain the burden of establishing that the plaintiffs come within the exemption pleaded. (Herr)

### Shipments Up 34%

Shipments of the storage battery division of Philco Corp., Trenton, N. J., in the first six months of 1944 were 34 per cent greater than in the corresponding period last year, M. W. Heinritz, vice-president in charge of the division, has announced.

### Good Maintenance Practice May Be Test For Obtaining New Equipment, Says ODT

Operators of commercial motor vehicles were warned by the Office of Defense Transportation today that manner in which they operate and maintain their vehicles in conformity with good maintenance practices may be a factor in determining whether or not they are entitled to new equipment.

There continues to be evidence that many motor trucks and motor truck tires are being abused and prematurely worn out by some truck operators even though the great majority of the operators are doing a very good job in conserving their equipment, the ODT said.

With the new streamlined procedure for allocating trucks by the ODT district offices, each of which has a maintenance specialist on its staff, the ODT is considering an inspection of the condition of old trucks that are

to be replaced with new trucks in order to determine if the past maintenance work has been ample, the ODT explained. Operators must conserve their present trucks, it was emphasized, and operators who do not do so should not be granted new vehicles.

Many items can be used as criteria in judging the quality of maintenance on an old vehicle, the ODT pointed out. An operator who has very poor results with tires can be assumed to be a serious offender insofar as overloads and speeds are concerned. Evidence of insufficient and irregular lubrication can be observed directly on the old vehicle. The operator's purchases or requests for new parts to replace parts which have been broken or obviously abused may be another indication of poor maintenance and abusive operation.

## Records Held Essential Despite Modified Rules

Truck and other commercial motor vehicle operators holding certificates of war necessity are required to continue keeping operating records, according to Frank T. Corcoran, district manager, Office of Defense Transportation at Chicago.

Although records of miles traveled, motor fuel used, and tire inspections made are more important than ever, Mr. Corcoran said yesterday, they may be kept in the operator's own "simplified" form if more convenient. ODT is no longer issuing Forms 17 and 17A, but operators still having some of these blanks on hand may use them, ODT says. Some carriers, including tank truck operators, file a monthly form sheet. Others send in fortnightly reports. In these two classifications ODT will continue to supply blanks.

## Tire Shortage Cripples Maryland Truckers

For lack of 468 heavy-duty tires—of which there is a critical national shortage—a total of approximately 100 trucks in the fleets of 22 carrier companies in the Maryland Motor Truck Assn. are laid up and temporarily useless, it was reported by the organization, after a survey of the situation.

The survey showed the total number of vehicles forced from the road by lack of heavy-duty casing had risen

## OPA Adjusts Highway Rates in California For Trucking of Fruits and Vegetables

The regional office of the OPA at San Francisco has issued adjusted maximum prices for the transportation in California of fruits and vegetables by motor carriers other than common carriers.

The new order represents an amendment and revision of Order No. G-23

### ATA Convention

The annual convention of the American Trucking Assns., Inc., scheduled for next month at Cincinnati, has been postponed at the request of the ODT.

under Section 1499.18(c) of the General Maximum Price Regulation.

The revisions provide that the adjusted maximum prices which may be charged by any carrier other than a common carrier for the service of transporting by motor truck any of

to 166 by the middle of August and the tire deficit was estimated as about 1000.

Meanwhile, the nation-wide shortage of the huge tires needed by trucks and busses was laid before a full

the fruits and vegetables listed in a supplement to the order (b) when the point of origin and the post of destination are within the area described in the order, including the service of returning empty boxes to the point of origin and including loading and unloading, shall be the rate specified in the order's Appendix A.

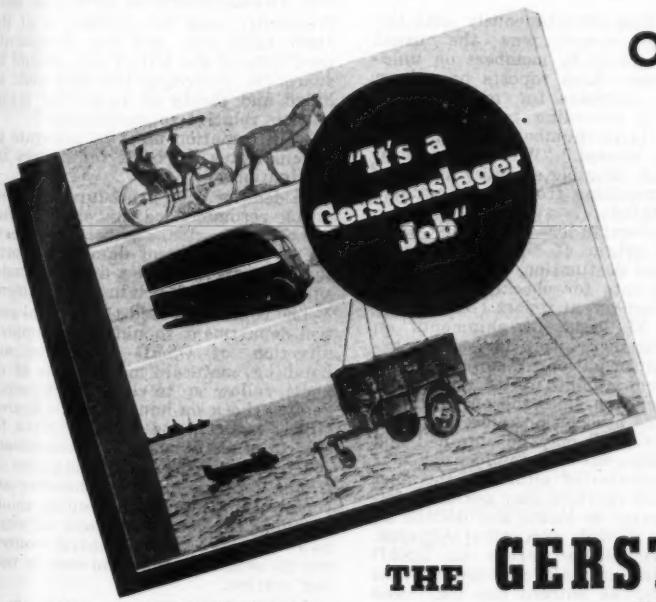
The tariff set forth in Appendix A provides for rates ranging from 5c. per 100 lb. for loads under 10,000 lb. hauled from 0 to 5 miles, moving progressively through various distance and weight categories to 48c. per 100 lb. hauled between 325 and 350 miles, and 40.5c. per 100 lb. for loads over 18,000 lb. hauled that distance.

The order is made to apply in California only and to hauling of peaches, pears, tomatoes, apricots, cherries, apples, grapes and unprocessed olives.

It is provided that in determining the distance between any two points, for the purpose of this order, the constructive highway mileage set forth in a distance table of the order and issued by the California Railroad Commission shall be used. (Herr).

meeting of the War Production Board and a plan was agreed upon under which 70,000 heavy-duty casings would be diverted to civilian transport from the export quotas set aside by the Foreign Economic Administration.

## We want you to have a copy of this book



We have been identified with some form of highway transportation since 1860. In this book "It's a Gerstenslager job" we have set down a record of our connection with highway transportation up to and including our manufacture of cargo trailers, utility trailers, and shoe repair vans for the armed forces. If you have not received your copy of this book we hope you will let us know.

**THE GERSTENSLAGER CO.**  
WOOSTER, OHIO

Established 1860  
TRAILERS AND CUSTOM-BUILT VAN AND TRUCK BODIES

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(Continued from page 43)

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Waterways and Terminals . . .



## Waterways Tonnage At All-Time High Head of ODT Water Transport Reports

The largest waterborne tonnage in history is now moving on the country's rivers and other inland waterways, Ernst Holzborn, head of the Waterways Transport Department, Office of Defense Transportation, has reported to Col. J. Monroe Johnson, ODT Director.

The movement for the year 1942 (the latest available figures, recently compiled by the U. S. Army Engineers) showed a total of 589,000,000 tons shipped on the Great Lakes, the New York State Barge Canal, the Mississippi River system, the intracoastal canals and their connecting channels, Mr. Holzborn said.

"Due to the increased tempo of war, and to filling the nation's demand for vital munitions," he explained, "the water tonnage for the current year bids fair to leave the 1942 and 1943 figures far behind. We have put to use practically every available barge, towboat, tugboat and cargo ship we can lay hands on, but the demand for tank barges, particularly on the Mississippi River, still cannot be met. A constant procession of floating cargoes moves over well-defined routes, between points of production and terminals at which these cargoes are most in demand.

"Not many Americans, I believe, are aware of the extent of the nation's inland waterways facilities. The Great Lakes, the New York State Barge Canal, the Gulf Intracoastal Canal, and the Ohio River provide excellent water routes between the East and West. The Mississippi River reaches two thousand miles north into the heart of the continent from the Gulf. Along much of the Atlantic Coast runs the safe Atlantic Intracoastal Waterways channel. And on every one of these routes war munitions are being shipped today. There's also a big oil tonnage on the Columbia River, Puget Sound and the Sacramento River, on the Pacific Coast."

The principal Great Lakes cargoes, Mr. Holzborn said, are in the order named, iron ore, grain, coal, petroleum and petroleum products. Much of the Great Lakes oil and gasoline tonnage goes in tankers to Buffalo and thence eastward in barges via the New York State Barge Canal to the New York area or, transshipped to tank cars or tank trucks, to New England centers.

The oil fields and refineries of Texas and Louisiana furnish a steady movement, thousands of barrels daily, eastward, via the Intracoastal Canal to service the air fields and other military installations of Florida; or to Panama City, Fla., for tranship-

### Use of Invasion Barges For Lake Cargoes Predicted

Invasion barges used in the present war will be refitted and used for post-war shipping on the Great Lakes, the Mississippi and Hudson Rivers and other inland waterways of the United States, Joseph W. Frazer, president, Warren City Mfg. Co. recently predicted.

Low draft, high-speed invasion barges will require only a few changes and improvements for practical shipping purposes on rivers, lakes, canals and intracoastal waterways, Mr. Frazer said: Their economical operation would reduce costs and increase shipping facilities, he believes.

Mr. Frazer cited war methods of unloading boats under fire on a beachhead and predicted that landing-ramp and bow-door procedures will prove more efficient than the "old-fashioned" crane-and-net method of unloading commercial shipments.

ment overland to the Atlantic seaboard areas, Mr. Holzborn said. "This servicing of pipelines by water carriers, is one of the most important functions of inland water transport," Mr. Holzborn said.

### N. J. Canal Project Called Inadvisable

Construction of a 20-mile canal along the New Jersey coast, between Manasquan Inlet and the Shrewsbury River, 10 miles on either side of Asbury Park, has been declared inadvisable by Col. Albert H. Burton, chief of the North Atlantic division of the U. S. Army Corps of Engineers. It would provide the missing link in the 1800-mile intracoastal waterway between Miami and Montreal.

Col. Burton said that the project would have small value in comparison with the probable cost. The construction would require, he pointed out, erection of 29 new drawbridges, four of them on railroads, and automobile and train traffic would be greatly impeded.

### Baltimore Shipping Large Tonnage

Nearly 5,000,000 tons of war materials have been shipped to theaters of war from the Port of Baltimore since August, 1942, the Third Service Command announced recently. The announcement was made in connection with the second anniversary observance of the Third Transportation Zone, which embraces Maryland, Virginia and Pennsylvania, a district of the Army Transportation Corps. (Ignace)

### Container Condition of Import Freight To Be Carefully Checked by Railroads

In order to combat mounting claims for damages, the chief traffic officers committee of the Assn. of American Railroads, has adopted a resolution calling for inspection of all import freight, before acceptance of shipments by the carriers, to determine whether the containers are of a character to assure safe transportation.

The resolution, in effect, calls for a rigid enforcement of Rule 5 of official classification and will apply on carload and less carload shipments of alcoholic liquors, flavoring syrup, honey, fresh pineapples and other products of nature requiring sound containers to prevent leakage or other damage.

Under this enforcement program the inspection bureaus will pass on all proposed shipments to be given to the railroads for handling. Unless the proposed shipments are given approval by the bureau inspectors, they will be declined by the carriers. It is the opinion of the railroad executives that this arrangement will prove beneficial

to the importers as well as to the carriers through enabling by-passing of claim controversies.

The world-wide shortage of suitable containers, particularly of casks and barrels for the accommodation of rum and wine imports has resulted in foreign shippers making use of old container material. Shipments made in these inadequate containers have been giving the railroad carriers numerous headaches, it is said, in the form of claim controversies with shippers.

A recent survey made by the claim prevention department of the Assn. of American Railroads disclosed that these claims ran from \$500 to as high as \$6,000 on a single carload shipment. Claims for losses in connection with shipments of liquors, honey and flavoring syrup filed with 25 railroads, the survey showed, amounted to more than \$500,000. Most of the claim difficulty, it was stated, has been on shipments from Cuba, Portugal, Spain and Mexico.

## 38 Trade-in Lakers Slated for Layup

The United States Maritime Commission has ordered immediate layup of 38 old lake vessels. The vessels will be put into winter storage at Erie, Pa. These carriers are a part of the fleet that the Maritime Commission took in part payment for the 16 new ore carriers that were built last year. Decision to place the 38 steamers in layup at this time supplies confirmation to reports that have been circulating that the lake shipping situation appears to be softening, mainly because of withdrawal of the Commodity Credit Corporation as an importer of feed wheat from Canada.

## Long Beach Has Received \$15,000,000 from Oil

Municipal revenues from oil developments on lands owned by the Harbor Department of Long Beach, Cal., passed the \$15,000,000 mark the first week in July. During the past four years and up to July 1, 1944, the city received a return of \$14,828,355 from oil wells, with another royalty check on July 7, sending the grand total above the \$15,000,000 mark.

Of the revenue received from wells drilled in the west side area of the harbor, \$6,655,860 has been set aside for the redemption of harbor bonds previously retired by direct taxation. In addition, \$7,058,510 has been allocated to the port revenue fund for use in harbor development.

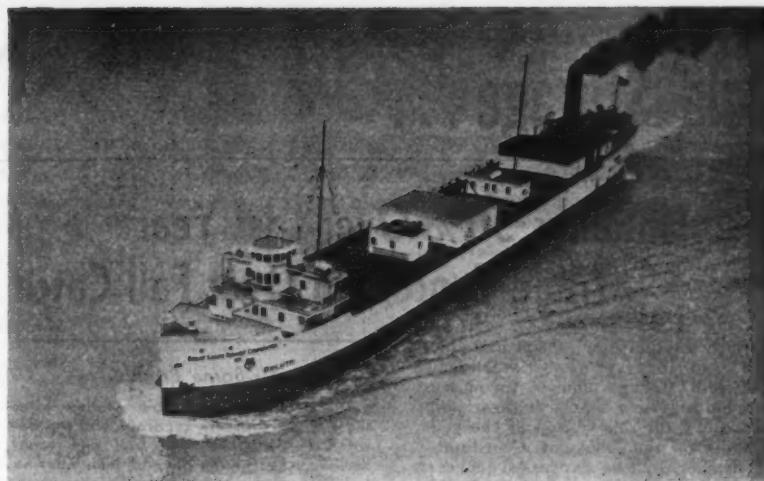
The Long Beach Harbor Department is receiving returns from 133 wells sunk for the city by the Long Beach Oil Development Co. under a contract which provides that the harbor department shall receive 85.55 per cent of all oil and gas produced after drilling costs and maintenance have been repaid. (Herr)

## Coal and Ore Shipments At Record Levels

The American ore and coal fleet on the Great Lakes, now moving tremendous quantities of both commodities, aided by excellent navigation weather, was operating at 100 per cent capacity on July 15, with 312 vessels with a trip capacity on a 20-ft. draft of 2,940,000 gross tons, the report of C. C. Lindeman, statistician for the M. A. Hanna Co., Cleveland revealed.

Shipments of coal continue at a record-breaking pace, with a total 1944 movement of 54,000,000 tons predicted. An 81,000,000 ton season for iron ore is considered probable, though executives are reluctant to estimate how much ore the steel industry will require the lake ships to move this season, due to increasing prospects of an early end to the war in Europe and probable reduction in demand for steel for war materiel.

Season total of iron ore moved to Aug. 1, considered the midway point in the lake shipping season, reached 42,285,902 tons, 10.17 per cent above the 38,382,704 tons shipped to the same date of 1943, reflecting an earlier start in the 1944 navigation season. (Kline)



The "Duluth" one of the package freighters operated by the Great Lakes Transit Corp., Buffalo, N. Y., before the war. It is now in service on the high seas.

# Proposed Package Freighter For the Great Lakes

**Designs for new type of vessel combine self-unloading principles with the container system for less-than-carload lots now used by some of the railroads, and are expected to lower handling costs materially.**

BY ANNA KLINE

• • •

PLANS have been submitted to the post-war planning committee of the United States Maritime Commission for a new type of package freighter intended to revive commercial shipping on the Great Lakes. The vessel, designed by the Leathem D. Smith Shipbuilding Co., Sturgeon Bay, Wis., will be 450 ft. long, have a 59-ft. beam, and a depth of 32 ft., and is expected to cut the cost of handling lake package freight from \$1.20 a ton to an estimated 15c. a ton, according to Leathem D. Smith, president of the company.

"The Maritime Commission has indicated a readiness to release surplus materials for construction of this type of freighter as soon as war conditions permit," Mr. Smith stated recently. Various Great Lakes concerns are interested in the vessel as an answer to meeting post-war rail competition. The new freighters will be twin screw, diesel-powered, and will cost about \$2,000,000 each, Mr. Smith said.

### Self-Unloading Principles

The new design, for which patents have been applied, combines self-unloading principles which Mr. Smith invented and successfully installed in large lake freighters, with the smaller than carload lot container system used by railroads.

Shippers, according to present plans, will bring their goods to the docks to be transferred into containers, which will be lifted by crane aboard the vessel and fitted snugly into the holds. The freighter will have four holds, three of which will be specially designed to house the steel containers. The containers will be 7 by 9 by 7 ft. each and hold eight tons of goods.

### No Lashing Needed

The vessels' container holds will have a number of slotted steel cross beams, instead of deck floors. Each box will have legs, and as the containers are lowered into the hold, the legs will slip into the slots, holding them fast without the need of lashings.

Loading of the vessel will be a simple process of stacking the boxes like blocks. A traveling crane which will have a runway of rails on each side of the top deck the length of the ship, then will pick up the containers from the dock and lower them into the hold.

The crane will be equipped with a hipped roof large enough to span each of the 25 x 22-ft. hatches to prevent rain or snow from falling into the open hold.

(Continued on page 90)

# Cold Storage . . .

## Fish Holdings 50% Over Last Year —Trade Concerned Over Fall Catch

With the quantity of fish and shellfish held in freezing establishments and cold storage houses throughout the country now at the highest point in history for this season of the year, officials of the Office of Coordinator of Fisheries has expressed concern over the lack of storage space for the heavy landings expected during the late summer and fall months.

Holdings of frozen fish totaled 90,000,000 lb. on July 1, an increase of 50 per cent over holdings on the same date last year and approximately one-third above the average quantity in storage at this season during the past five years.

Sharing the concern of the Coordinator's Office, the fishing industry reports that in most sections little freezer space that can be made available for fishery products remains, and in some areas capacity has already been reached.

The period of peak production in the fishing industry normally comes during the fall, but the Coordinator's Office pointed out that unless quantities of the fish now on hand are moved promptly into trade channels it will be impossible to handle the catches that can be made during this season and production will be adversely affected.

Transportation difficulties and shortages of help in retail stores are believed to be among the causes contributing to the unusual quantity of fish remaining in storage, the Coordinator's Office said.

While the increase in supplies of frozen fish is noticeable in all sections of the country, the central region and the Atlantic coast from Maine to Virginia report the sharpest gains. In the north central States, holdings have been virtually doubled; in the New England, middle Atlantic, and south central States increases run from 69 to 75 per cent. A 14 per cent increase is reported for both the Pacific and south Atlantic coasts.

While holdings of a few species show little change compared with last year, many favorite food fishes are available in greatly increased quantities. Mackerel has increased from 3,000,000 lb. in storage last year to 9,000,000 lb. Also available in much larger quantities are cod, haddock, rosefish, and whiting among New England species, scup, shad, and croakers in the middle and south Atlantic sections, and blue pike, lake herring, and lake trout in the Great Lakes area.

### Air-Borne Produce

The possibility that food retailers after the war will operate separate sections devoted to air-borne fresh fruit and vegetables, picked at the peak of their ripening to obtain faster turnover and reduce spoilage, was stressed by Robert M. Ruddick, air freight division, United Air Lines and by Benj. Vail, California Fruit Growers Exchange, at the recent conference of the New York State Food Merchants Assn., at Saratoga Springs, N. Y.

Low-temperature food cabinets now in thousands of grocery stores are inefficient and costly and will be replaced as soon as materials are made available by more modern units that provide maximum food protection, visibility and accessibility, G. D. Mentley, vice president of Birds Eye-Snider, Inc., New York City, predicted.

Other speakers told the 400 independent food retailers at the conference to prepare for an early return of aggressive selling, which, they predicted, would be fostered by the many wartime improvements in food processing, packaging, transportation and distribution.

### Refrigeration Research Foundation Announces Start of Research Program

The Refrigeration Research Foundation has initiated its research program, through the approval by its Executive Committee of grants of funds for an initial group of investigations at a number of well-known universities and colleges. The Director of the Foundation, H. C. Diehl, made the announcement at Berkeley, Calif., where the office of the Director was established in January.

The grants of funds recommended by the Scientific Advisory Council and the Director, and approved by the Executive Committee of the Board of Governors, include the following:

"Lengthening of the storage life of fruits by removal of volatile materials produced by the stored products from the atmosphere of the refrigerated room," R. M. Smock, Cornell University, Ithaca, New York, \$2,500.

"A study of the effects of various conditions of freezing and storage on the quality of frozen beef," C. W. Dubois, Louisiana State University, Baton Rouge, La., \$1,750.

"Heat transfer aspects of refrigerated warehouse packaged goods in steady and unsteady state, as a function of physical properties and conditions," C. F. Kayan, Columbia University, New York, N. Y., \$2,000.

"Eviscerated Poultry: Palatability and histologic changes during refrigerated

### Cold Storage Tight In Canada

A tight situation in cold storage space in Canada seems to be general throughout the country and business circles report that this area is no exception. One warehouseman, queried as to the causes of the present situation, said the tremendous volume of goods available for storage was a major factor but in some sections a labor shortage was also responsible.

The sharp increase in the output of frozen eggs, cheese, pork and bacon products was a contributing factor in overtaxing facilities, he said, and, pointing to the ever-increasing butter output in practically all sections of the country, he indicated that the movement of this production to storage would probably aggravate the situation further.

### 1944 Chick Hatch Under 1943 Total

The number of young chickens raised on farms in 1944 is estimated by the U. S. Department of Agriculture at 745,795,000 birds—20 per cent less than the record number of last year, and 6 per cent less than in 1942 but 9 per cent above the ten-year (1933-42) average.

storage at different temperatures," G. F. Stewart, Iowa State College, Ames, Iowa, \$2,500.

"Behavior of frozen pack juices and concentrates in refrigerated storage," G. L. Marsh, University of California, Berkeley, Calif., \$3,000.

"A study of refrigeration methods, especially as to the maintenance of desired relative humidities, with respect to the preservation of various food products," W. L. Mallmann, Michigan State College, East Lansing, Mich., \$4,000.

"The effect of methods of handling frozen meat after removal from frozen storage on quality and palatability of the cooked product," Gladys E. Vail, Kansas State College, Manhattan, Kans., \$2,000.

"Studies on refrigerated storage of sub-tropical fruits with special reference to citrus and avocado fruits," J. B. Blale, University of California, Los Angeles, Calif., \$1,500.

"A study of aerosols to explore their application to refrigerated warehouses," W. L. Mallmann, Michigan State College, East Lansing, Mich., \$500.

"A study of the seasonal variations in the rate of transpiration of stored apple fruits," S. A. Pieniek, Rhode Island State College, Kingston, Rhode Island, \$1,000.

"An investigation of the chilling injury to certain vegetables during cold storage," L. L. Morris, University of California, Davis, Calif., \$1,800.

"Retention of nutritive properties of foods by refrigeration. I. The effect of

(Continued on page 94)

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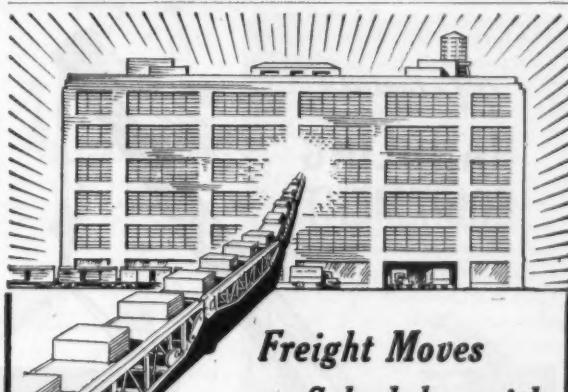
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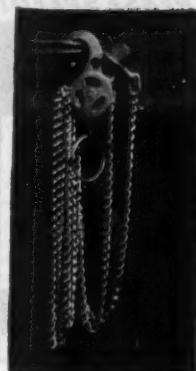
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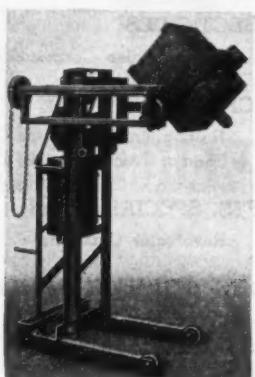
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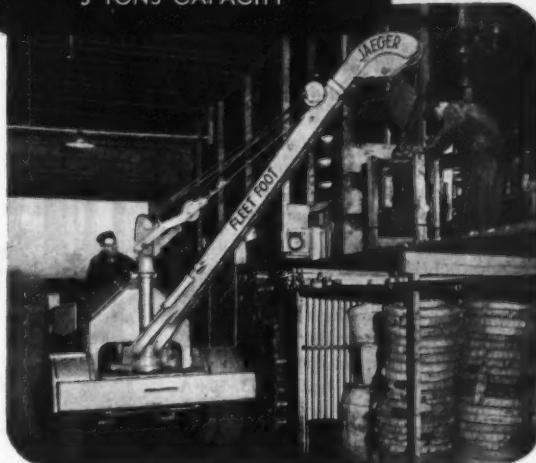
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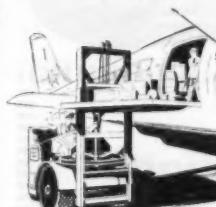
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### New Scale Catalog

A new, complete and factual catalog of Kron scales made by Yale has just been prepared for the use of buyers of precision industrial equipment who are interested in investigating the benefits and savings of scales used as an integral part of a materials handling program.

Now ready for distribution, this catalog is said to present the full story of the entire Kron scale line from dormant and portable platform types to special counting, batching, tensile strength and dynamometer models. Fully illustrated with complete specifications and dimensions of every standard Kron scale, it is valuable also as a reference book.

The importance of industrial scales in modern production methods is briefly summed up in the following excerpt from the foreword to the catalog: "Weighing, counting and measuring bulk and unit materials are too often 'red ink' production costs, hidden losses that are found in many industrial handling practices. True weight, when quickly and accurately measured, helps to erase these hidden losses, in materials saved, time conserved and mistakes eliminated."

### New Lens Cleaning Fluid

"Opti-kleen," a new lens cleaning fluid recently launched by Bell & Howell Co., 1891 Larchmont Ave., Chicago, Ill., is reported specially suitable for cleaning surface-coated glass. A reflection-reducing process, surface-coating was introduced as a wartime necessity, and will it is said, be a peacetime "must."

"Opti-kleen," is said to be especially designed to keep pace with recent lens improvements. Reflection-reducing coatings may be severely damaged by the use of a cleaning material containing wax, it is said, so Bell & Howell laboratories has brought forth an effective solution for any lens or finder cleaning, reported superior because of the absence of all solids, which eliminates the possibility of residue from the cleaning fluid being left on the surface of the glass.

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**OILED CLOTHING**

Sawyer & Son Company, H. M. .... 56

**PADS (Canvas Loading)**

Bearce Manufacturing Company ..... 56  
New Haven Quilt & Pad Company ..... 116

**PADS (Kersey)**

Bearce Manufacturing Company ..... 56  
New Haven Quilt & Pad Company ..... 116

**RACKS (Storage)**

West Bend Equipment Corp. .... 54

**REFRIGERATED BODIES (Truck & Trailer)**

Fruehauf Trailer Company ..... 14  
Gerstenslager Company ..... 45  
Herman Body Company ..... 2

**Block-Out Ink**

A new sand color (carton color) block-out ink has been developed by the Diagraph-Bradley Stencil Machine Corp., St. Louis, Mo. This block-out ink is said to have been developed to obliterate markings on used cases and boxes so that they may be restenciled in a clear, clean, easily read marking.

This ink, the maker states, can be used for obliterating any type of marking on wood or cartons by applying it on a box or carton in the same manner as in painting. It is a heavy body solution.

It is reported to meet Ordnance Specifications No. 3-67-E and is of the consistency required by other government departments.

**New Fire Extinguisher**

Outstanding advancement in extinguishing industrial fires is said to be the new "All-out" fire extinguisher manufactured by the National Powder Extinguisher Corp., 50 Rockefeller Plaza, New York City. Designed especially to extinguish both flammable liquids and fires of electrical origin, the chemical ejects a stream of dry chemical which, it is said, when activated by heat, forms a dense, fire-smothering cloud over a flaming area up to 18 ft. The insulating qualities of the cloud are said to help guard against re-flash, and create a heat-deflecting screen between the operator and flame, permitting close range attack with greater safety and no heat discomfort. The chemical, a non-conductor of electricity, is reported harmless to humans and delicate, mechanized parts of motors or machinery.

Weighing 37 lb. fully charged, the "All-out" extinguisher is said to be easily maneuvered by men or women workers. It is fast in action and can be quickly recharged at the scene of a fire without special recharging equipment.

When writing advertisers please mention D and W



**THERE'S MORE THAN ONE WAY TO REDUCE COSTS**

If you're one of the many concerned with problems of moving men, material and merchandise—and bedeviled by cost reduction problems—we think you'll find the solution in Sedgwick Roto Drive.

Roto Drive is a simple principle of operation based on the controlled movement of endless chain. It is the main reason for the efficient operation of Sedgwick aircraft elevators—ammunition hoists—between-deck elevators and galley Roto-Waiters.

Because it is so simple it is adaptable. It can be applied to many "man" handling and materials handling problems.

But we don't ask you to take our word for it. We don't expect you to. We hope instead that you're skeptical—that you ask for proof of Roto Drive's adaptability and performance.

We think we can prove that Sedgwick's Roto Drive will do everything we say it will—and more. We think you'll be convinced it can help reduce costs by helping to move men, material and merchandise better and faster.

*"Men Who Know Are Sold on Sedgwick"*

**Sedgwick MACHINE WORKS**

155 WEST 15th STREET — NEW YORK 11, N. Y.

Elevators • Roto-Waiters • Hoists • Materials Handling Equipment

**HEAVY DUTY  
FLOOR PATCH**

**Takes Traffic Immediately**

Use durable INSTANT-USE . . . a tough, plastic material which you simply shovel into hole—tamp—and run traffic over immediately. NO WAITING. Bonds tight to old concrete.

Makes smooth, solid, heavy-duty patch. Withstands extreme loads. Keep a drum on hand for emergencies. Immediate shipment.



**FREE TRIAL  
OFFER**

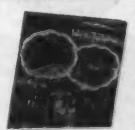
**INSTANT-USE**

**FLEXROCK COMPANY**

3687 Filbert St., Philadelphia 4, Pa.

Please send me complete INSTANT-USE information and details of FREE TRIAL OFFER—no obligation.

Name .....  
Company .....  
Address .....



# The First Thought

of the careful, thoughtful, responsible handler of household goods, is

## MASTERCRAFT FURNITURE LOADING PADS and VAN EQUIPMENT



for THEY ARE DESIGNED  
FROM A PRACTICAL VIEW-  
POINT AND CONSTRUCTED  
SO DURABLY AS TO IN-  
SURE THE UTMOST IN  
ECONOMY.

Write today for prices on Mastercraft furniture pads, protective covers, refrigerator pads, floor runners and carrying straps.

### BEARSE MANUFACTURING CO.

Incorporated 1921

3815-3825 CORTLAND STREET  
CHICAGO 47, ILLINOIS

# DON'T WORK IN THE WET!



## Sawyer's PROTECTIVE WORK CLOTHING



Frog Brand Work Clothing by Sawyer is built to protect men from moisture — from nature outdoors or from industrial conditions indoors. Though production is still limited because of war conditions and obligations, it pays to look for the Frog Brand trade mark if your work is "in the wet."

THE H. M. SAWYER & SON CO.

East Cambridge, Mass.

### SCALES

Kron Scale Div., Yale & Towne Mfg. Co. .... 11

### SKIDS

|                                |    |
|--------------------------------|----|
| Nutting Truck & Caster Company | 58 |
| Thomas Truck & Caster Company  | 58 |
| West Bend Equipment Corp.      | 54 |

### SNOW PLOWS

|                         |     |
|-------------------------|-----|
| Case Company, J. I.     | 116 |
| Hebard & Company, W. F. | 57  |

### STENCIL MACHINES

|  |    |
|--|----|
| Diagraph-Bradley Stencil Machine Corp. | 4  |
| Marsh Stencil Machine Company          | 50 |

### STRADDLE TRUCKS

|                |    |
|----------------|----|
| Hyster Company | 27 |
|----------------|----|

### TIRES (Motor Truck)

|                                      |    |
|--------------------------------------|----|
| Fisk Tire Co., Div. U. S. Rubber Co. | 11 |
|--------------------------------------|----|

### Roach Gun

The R. M. Hollingshead Corp., Camden, N. J., announces a new insect killer for industrial and institutional use, known as the "Whizooka" roach gun.

The "Whizooka," a pump-action, canister gun,  $2\frac{1}{2}$  in. in diameter and 11 in. long, loaded for use. Containing Lethane A-70, it is reported able to shoot into cracks and runways to wipe out roaches, ants, silver fish and bedbugs and is stated to be harmless to animals and human beings.

The "Whizooka" will be available through jobbers of Whiz Industrial Products.

*Don't assume you can't get equipment—Inquire.*

**ADDRESSES  
STAY ON  
when they're**

**MARSH STENCIL MARKED**

The U. S. Navy uses thousands of stencil cutting machines on ships and shore stations for stencil marking everything from a sailor's clothing to supplies and ammunition.

Your shipments should be stenciled for fast, safe delivery. Cut your stencils on a MARSH. No experience required...saves up to \$50 monthly in shipping room time. Also Fountain Brushes, Inks, Stencil Board. Write for booklet and prices. MARSH

**MARSH STENCIL MACHINE CO.**  
22 Marsh Bldg., Belleville, Ill., U.S.A.

**PROMPT DELIVERY IN  
THREE SIZES TO MEET  
GOVT. SPEC... $\frac{1}{2}$ ",  $\frac{3}{4}$ ", 1"**

**MARSH**

TO MEET EXACT TRUCK NEEDS

PLATFORM and HAND NOSE TRUCKS for various Warehouse and Cargo use.

Write for details and prices.



ORANGEVILLE  
MANUFACTURING CO.  
ORANGEVILLE, PA.

ORANGEVILLE MFG. CO.  
Orangeville (Col. Co.), Pa.

Fig. 202-4  
A popular  
Warehouse  
Truck

TRACTORS, INDUSTRIAL (3 or 4 Wheel)

|   |              |
|---|--------------|
| Automatic Transportation Company        | Second Cover |
| Baker-Raulang Company                   | 1            |
| Case Company, J. I.                     | 116          |
| Clark Tractor Div., Clark Equipment Co. | 9            |
| Hebard & Company, W. F.                 | 57           |
| International Harvester Company         | 55           |

TRAILERS, INDUSTRIAL

|                                |    |
|--------------------------------|----|
| Hebard & Company, W. F.        | 57 |
| Nutting Truck & Caster Company | 58 |
| Thomas Truck & Caster Company  | 58 |

TRAILERS (Motor Truck)

|                          |    |
|--------------------------|----|
| Fruehauf Trailer Company | 14 |
| Herman Body Company      | 2  |
| Highway Trailer Company  | 5  |
| Trailer Co. of America   | 8  |

TRUCKS, ELEVATING PLATFORM (Powered)

|   |              |
|---|--------------|
| Automatic Transportation Company        | Second Cover |
| Baker-Raulang Company                   | 1            |
| Clark Tractor Div., Clark Equipment Co. | 9            |
| Hyster Company                          | 27           |

New Battery

With the Exide-Ironclad battery at peak production, The Electric Storage Battery Co., Philadelphia, Pa., has made available the new Exide-Powerclad battery. This new Exide, it is said, supplements the production of Exide-Ironclads to relieve shortages and meets the exacting requirements encountered in motive power service. The Exide-Powerclad battery is said to be the result of 12 years of research devoted to developing a specific battery for motive power requirements.

The Powerclad, the maker states, embodies an exclusive design of the positive assembly. It is a plate completely enclosed by a slotted polystyrene retainer. In combination with the separators it assures effective retention of the active material, and provides rapid diffusion of the electrolyte. This assures long life and capacity discharges at usable voltages throughout the life of the battery.

The many exclusive features of this newest Exide combine to produce a motive power battery that provides maximum capacity in minimum space consistent with the fundamental requirement of long life expectancy in order to assure economical operation. It is a fitting companion to follow through on the 34 year success of the Exide-Ironclad, and it can be counted on to uphold the tradition of performance inherently a part of the name Exide.

When writing advertisers please mention D and W

# HEBARD SHOP MULES

Designed for dependability as the result of 25 years of experience! Sturdy as an Ox. Maneuverable as a Swan. Again and again, Hebard Shop Mules are the answer to materials handling problems.

WITHSTAND  
TOUGHEST  
USAGE!

## ★ INTERNATIONAL ★ HARVESTER POWERED

A3 Victory Model Midget Shop Mule pictured, darts in and around work places with amazing agility. Short 66" turning radius. Width, 40" O.A. Height over steering wheel 54". Descriptive Bulletins, information and

PARTS AND  
SERVICE  
AVAILABLE FROM  
IHC  
INDUSTRIAL DEALERS  
EVERWHERE



A3 MIDGET  
VICTORY MODEL

**W. F. HEBARD & CO.**

2433 S. STATE ST. 16, CHICAGO, ILL.

# BARRELS DRUMS

... Handled  
EASIER, FASTER  
CHEAPER  
than before

## ONE MAN



Type L-3

... and a Sabin Truck can easily pick up and transfer barrel or drum loads up to 800 lbs. — a job that usually requires the assistance of one or two helpers.

Investigate this truck with the EXCLUSIVE THIRD-WHEEL FEATURE. Load always in balance.

**PRICE \$33<sup>50</sup>**  
with semi-steel roller bearing-wheels.

THE SABIN MACHINE CO.  
6540 Carnegie Avenue  
CLEVELAND, OHIO

**SABIN "One-Man" Trucks** Send for  
FREE BULLETIN

# LET THIS MAN WORK FOR YOU!



The Nutting Trucker says: "When there's a hard job to be done in a hurry,—call me. I can work around the clock,—no layoffs, no overtime—and get your work out."

## Nutting

FLOOR TRUCKS  
WHEELS-CASTERS

The Nutting policy of 53 years' standing is to design and build each truck as it should be, for the work to be done. This ALWAYS results in low-cost-per-year for the user. You can get lower priced trucks than Nutting builds, but you cannot get trucks that are longer-lived, more economical to use, or better value for your money.



(Above)  
FIG. 16-24  
Heavy Duty  
2-Wheel Truck  
Balanced just right  
for easy handling  
of heavy loads.  
Natural grip han-  
dles. 2 sizes.—  
capacity 1800-2640  
lbs.

### SEND FOR BULLETIN 41-G

Nutting makes everything in floor trucks, wheels, casters. Representatives in principal cities. Consult your Classified Phone Directory or write direct to us.

**Nutting Truck & Caster Co.**  
1164 DIVISION ST.

FLOOR TRUCK LEADERSHIP SINCE 1891



## THOMAS TRUCK of Keokuk



THOMAS MAKES



## Series 3400 HARDWOOD "Job-Suited" TRUCKS

- Frame: Heavy 2" thick hardwood
- Deck: Smooth seasoned 1" hardwood
- Pockets: Heavy steel, two-way locked, bolted
- Superstructures: Removable or screw-locked
- 10 Standard Platform Sizes, 10 capacities
- Wheels: Molded-on Rubber or Semi-Steel
- Hyatt Bearings, Grease Fittings

This rugged non-tilting type round corner truck is shown with Type A superstructure. It can also be furnished with any of the more than 1000 Thomas other superstructures. The combination will result in a "Job-Suited" truck that will handle your particular load more efficiently.

Write for New Catalog  
No. 43



THOMAS TRUCK & CASTER CO.   
424 MISSISSIPPI RIVER, KEOKUK, IOWA

### TRUCKS, LIFT (Hand)

Revolvator Company ..... 53

### TRUCKS, PLATFORM (Hand)

|                                |    |
|--------------------------------|----|
| Mercer-Robinson Company, Inc.  | 52 |
| Nutting Truck & Caster Company | 58 |
| Orangeville Manufacturing Co.  | 57 |
| Thomas Truck & Caster Company  | 58 |
| West Bend Equipment Corp.      | 54 |

### TRUCKS, PLATFORM (Powered)

|                                  |              |
|----------------------------------|--------------|
| Automatic Transportation Company | Second Cover |
| Baker-Raulang Company            | 1            |

### TRUCKS, SPECIAL (Hand)

|                                |    |
|--------------------------------|----|
| Nutting Truck & Caster Company | 58 |
| Sabin Machine Company          | 57 |

### TRUCKS, STEVEDORE

|                                   |    |
|-----------------------------------|----|
| Nutting Truck & Caster Company    | 58 |
| Orangeville Manufacturing Company | 57 |
| Thomas Truck & Caster Company     | 58 |
| West Bend Equipment Corp.         | 54 |

### WHEELS (Industrial Truck)

|                                |    |
|--------------------------------|----|
| Darnell Corporation, Limited   | 51 |
| Nutting Truck & Caster Company | 58 |
| Thomas Truck & Caster Company  | 58 |

Don't assume you can't get equipment—Inquire.



## How Four Leading Manufacturers are Helping Save Precious Paper for Uncle Sam

**A BIG OIL COMPANY**—“In 1943 we reduced the number of issues of our house publication from 12 to 6. Our employee house organ was reduced in size as were our dealer window displays, and all promotional material was kept to the smallest possible size.”

**A BIG DRUG COMPANY**—“The weight of our corrugated board was reduced to the minimum necessary for protection to our goods in transit. The weight of board used on some items was cut almost in half. We increased the pack per shipping case on many items where doubling of the quantity in each case would not result in an unwieldy or hard-to-lift unit. Nests, partitions and liners were dropped right and left. Package insets have been dropped except on one item.”

**A BIG CHEMICAL COMPANY**—“Where 100-pound basic-weight paper had been specified as desirable, the

lightest practical weight is now used. All pieces and forms are carefully checked for reduction to next standard smaller size, excessive margins, and number of pages or parts. The Company has adopted single typewriter spacing where practical, typing on both sides of the sheets, pruning lists, and all such miscellaneous practices. Wastepaper at our plants and offices is not burned but baled to reach paper mills for conversion.”

**ANOTHER BIG DRUG COMPANY**—“In 1943 we stopped issuing an almanac. We had been sending out around twenty million. We also discontinued our small booklets, the edition of which was some thirty to thirty-five millions. For 1944 we kept the ban on booklets and also cut out the printing of twenty million calendars.”

*These quotations are from reports  
to the A. N. A. Paper Committee*



**USE LESS PAPER — SAVE ALL WASTEPAPER**

This advertisement contributed by this publication and prepared by the War Advertising Council in cooperation with the War Production Board and the Office of War Information.

## BIRMINGHAM, ALA.

## HARRIS TRANSFER &amp; WAREHOUSE CO.

8 South 13th St., Birmingham 1

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING

Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A. Agents for Allied Van Lines, Inc.

## BIRMINGHAM, ALA.

## STRICKLAND TRANSFER &amp; WAREHOUSE CO.

1700-1702 2nd Ave. So., Birmingham 3



General Merchandise Storage and Distribution

Pool Car Service a Specialty—Motor Truck Service

Centrally Located—Free Switching from All R.R.s.

## BIRMINGHAM, ALA.

## WITTICHEN

BONDED

Transfer & Warehouse Co.  
831 North 19th St., Birmingham 2Fireproof Warehouse  
Household Goods and Merchandise  
Pool Car Distribution

Members: A.W.A. &amp; M.W.A.

## DOOTHAN, ALA.

## SECURITY BONDED WAREHOUSE

500-501 East Commerce St.

## POOL CAR DISTRIBUTION

SERVING  
S.E. Alabama  
S.W. Georgia  
N.W. FloridaReceiving—STORAGE—Handling.  
Motor Freight Service to all points.  
6-car Private Siding. Reciprocal Switching.  
Efficient—Conscientious Branch House Service.

## LEGAL NEWS...

By LEO T. PARKER  
Legal Editor

## MOBILE, ALA.

## Merchants Transfer Company

9 So. Commerce Mobile 3

## HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded

Authorized Transfer Agents

A.T.&amp;N., G.M.&amp;N., L.&amp;N., M.&amp;O. &amp;

Southern Railroads. Pan Atlantic S/S Corp.

## MONTGOMERY, ALA.

## Alabama Transfer &amp; Warehouse Co.

P.O. Box 164, Montgomery 1

BONDED — FIREPROOF —  
WAREHOUSE  
STORAGE & DISTRIBUTIONMembers: N.F.W.A.—A.W.A.—A.C.W.—  
A.V.L.

## MONTGOMERY, ALA.

## MOELLER TRANSFER &amp; STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rates Bonded Trucking Services

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

## PHOENIX, ARIZ.

## Phoenix Storage &amp; Transfer Co., Inc.

401 West Jackson Street, P.O. Box 4073, Phoenix, Arizona

Specializing in merchandise storage and distribution. Private Siding 10 car capacity, free switching either Santa Fe or Southern Pacific. 6,500 feet handling dock for pool car distribution. Modern air conditioned offices.

affect safety of operation of motor carriers some under the Motor Carrier Act. In this case the court held that a garage mechanic was entitled to wages specified by the Fair Labor Standards Act although nine of ten of his duties pertained to office work out of the scope of the Motor Carrier Act and the tenth duty consisted of assisting in loading and unloading of truck within the scope of such act.

In State ex rel. Kansas City Southern Ry. Co. et al. v. Public Service Commission of Missouri et al., 175 S. W. (2d) 638, Mo., the higher court held that an order of the Public Service Commission is *prima facie* lawful and reasonable, and the burden of proof rests upon the complaining party to show that the order of the commission is unlawful or unreasonable. In this case the commission issued to a truck company a certificate of public convenience and necessity authorizing it to operate as a motor carrier within a certain area. A competitor filed suit to invalidate the certificate. Since the competitor failed to prove that the commission had acted unlawfully, the higher court refused to reverse the decision rendered by the commission.

In Cline et al. v. Va. and C. S. B. Co., 29 S. E. (2d) 687, N. C., it was shown that a carload of merchandise was shipped freight prepaid. It was erroneously routed by the intermediate carrier with instructions "freight collect." The higher court held that the delivering carrier was not liable to the

Brief Review  
Of Recent Cases

In Benj. Harris & Co. v. Bekins Van and Storage Co., 54 N. E. (2d) 900, a person after purchasing a carload of brass sold on special execution, claimed that there was a shortage in the weight although he viewed the brass at the time of entering his bid. A warehouseman had acted as bailee in storing the brass in a bin which was locked. The court refused to hold the warehouseman liable for the value of alleged shortage based on the difference in the number of pounds shown on the waybill of car, in which brass was delivered to the warehouseman, and the amount actually delivered to the purchaser.

In Blumenthal v. Girard Co., 141 Fed. Rep. 849, it was shown that an

employee sued his employer to recover back wages under the Fair Labor Standards Act. The testimony showed that he was a caretaker of a building containing six apartments and two stores, one of which was occupied by tenant engaged in wrapping parts and mailing them to points outside the state. The court held that the employer was not engaged in "production of goods for commerce" within Fair Labor Standards Act, although this Act defines "produced" as "manufactured," "mined," "handled," etc.

In Potashnick Local Truck System, Inc., v. Archer, 179 S. W. (2d) 696, Ark., the higher court held that a truck company's employees are governed by the wage and hour provisions of the Fair Labor Standards Act unless they are specifically governed by the Motor Carrier Act. This court also held that activities which actually

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

## LITTLE ROCK, ARK.



## COMMERCIAL WAREHOUSE CO.

801-7 East Markham Street

A Complete Branch House Service -- Fireproof Sprinklered -- Low Insurance -- Private Railroad Siding -- Quick Service.

Represented by ALLIED DISTRIBUTION INC. NEW YORK - NEW YORK 4-1200 CHICAGO - NEW YORK 4-1200

## LITTLE ROCK, ARK.

TERMINAL WAREHOUSE CO.  
LITTLE ROCK, ARKANSAS  
Member American Warehousemen's Association  
American Chain of Warehouses  
Agent for Allied Van Lines, Inc.

Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartments  
for household  
Goods



## LOS ANGELES, CAL.

 Branches Conveniently Located

**BEKINS**  
VAN & STORAGE CO.  
1335 S. FIGUEROA ST.  
Lucky Waller, Manager

OPERATING WAREHOUSES  
IN PRINCIPAL CALIFORNIA CITIES

## LOS ANGELES, CAL.

**CALIFORNIA**  
1248 WHOLESALE ST.  
Merchandise Exclusively

**WAREHOUSE**  
LOS ANGELES 21  
Sprinklered—A.D.T.

STORAGE  
DISTRIBUTION  
TRANSPORTATION

## LOS ANGELES, CAL.

**CROWN TRANSFER & STORAGE CO.**  
1201 E. 5th St.  
Los Angeles  
SHIPPING TO AND FROM ALL EASTERN CITIES  
POOL CAR DISTRIBUTION—L.C.L. SHIPMENTS  
We specialize in transferring household goods for company personnel.  
R. T. CHRISTMAS THREE DECADES OF SERVICE

PROMPT REMITTANCES  
45 So. Arroyo Parkway  
Pasadena

## LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

**DAVIES WAREHOUSE COMPANY**  
GENERAL OFFICES: 164 SOUTH CENTRAL AVE., LOS ANGELES 12  
First merchandise warehouse in Los Angeles—and STILL the  
FIRST . . . Established 1893 . . . MORE THAN ORDINARY  
SERVICE . . . We invite inquiries relative to your ware-  
house problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

## LOS ANGELES, CAL.

Completely Equipped

Merchandise  
**LOS ANGELES WAREHOUSE CO.**  
316 Commercial Street  
Household Goods

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

## LOS ANGELES

Member  
N.W.A.-C.Y.A.S.A.

Serving all of California

**LYON**  
VAN & STORAGE CO.

1950 SOUTH VERNON AVE. • LOS ANGELES 7

## LOS ANGELES 21, CAL.

## METROPOLITAN WAREHOUSE COMPANY

Established 1924

W. H. Tyler  
General Manager

Incorporated

1340-56 E. Sixth St.  
(Tel. Trinity 9861)

**FACILITIES**—270,000 sq. ft.: Fireproof, reinforced concrete const.; Sprinkler sys.; A. D. T. alarm service. Ins. rate, 11.7. Siding on A. T. & S. F. Ry.; capacity, 18 cars; free switching. Ample Motor Truck Platforms—Sheltered.

**SERVICE FEATURES**—Pool car distributors. Motor transport service available. Space for lease: Storage; Offices; Cooler Rooms.

**ASSOCIATIONS**—Calif. W. A.: Los Angeles W. A.

## LOS ANGELES, CAL.

## Overland Terminal Warehouse

Served by

1807 East Olympic Blvd.  
Los Angeles 21

## General Merchandise Storage

Sprinklered—A.D.T.

U. S. Customs Bonded Warehouse No. 11  
Cool Room AccommodationsFor Complete Information Write Us Direct  
or Handle with Our Associates

## CROOKS TERMINAL WAREHOUSE, INC.

CHICAGO 7  
433 W. Harrison St. NEW YORK 16  
271 Madison Ave. KANSAS CITY 7  
1104 Union Ave.

Or Nearest General Agency Union Pacific Railroad

## LOS ANGELES, CAL.

Estab. 1918

**PACIFIC COMMERCIAL WAREHOUSE**  
INCORPORATED  
MERCHANDISE STORAGE  
AND DISTRIBUTION  
252 EAST THIRD STREET  
Los Angeles, California

ZONE 19

Now offering space for storage and distribution of civilian commodities. Advise your specific requirements and we will be glad to outline our complete services, rates, etc.

★ Certified public utility ★

## LOS ANGELES, CAL.

1817-1835 INDUSTRIAL ST., LOS ANGELES 21

## Star Truck &amp; Warehouse Co.

COMPLETE FACILITIES SPRINKLERED—A.D.T. EFFICIENT SERVICE

Storage Distribution Drayage

Represented by Distribution Service

340,000 Square Feet 117 Places Motor Equipment

New York Chicago San Francisco

117 Places Motor Equipment

San Francisco

consignee for failure to make the delivery without freight payment.

In Schnore v. Baldwin Transfer Co., 14 N. W. (2d) 447, Minn., the higher court held that violation of a state statute relating to duty of a truck driver, entering the highway from a private road or driveway, to yield right of way to approaching vehicles on highway is not negligence which "always" results in the truck owner being liable for a collision. This court held that the party on the highway must use reasonable care to avoid a collision. Proof that his contributory negligence was the proximate cause of the collision relieves the truck owner from liability.

### Years to Decide

Frequently, litigations involving transportation service are long and drawn out over a period of several years. In a majority of instances, however, the courts approve orders rendered by the Public Service Commission.

For example, in State ex rel. Byers Transp. Co., 180 S. W. (2d) 259, Mo., it was shown that on Sept. 11, 1934, the Brooks Truck Co. filed an application before the Commission requesting authority to consolidate its certain truck lines and to render through freight service intrastate between all points on numerous regular routes, and to publish through rates. The Public Service Commission made five or six different orders, the Court of

Appeals twice rendered a decision, and once the Supreme Court decided the case. Finally, in 1944 the Court of Appeals approved the Public Service Commission's decision and granted the authority to consolidate the lines.

### Contributory Negligence

Modern courts hold that negligence of a bailor contributing to the injury of stored goods is ordinarily a bar to suit by the bailor against the warehouseman to recover for such damage. This is known as contributory negligence on the part of the bailor. Therefore, the warehouseman is relieved from liability for loss of or damage to stored goods, unless he specifically agrees to assume liability.

For illustration, in Delta Ice Co. v. Williams, 179 S. W. (2d) 656, Ark., it was shown that a company operates, in connection with its ice plant, a cold storage plant wherein it receives and stores perishable goods as a warehouseman.

A bailor delivered to the warehouseman for storage certain meat which had been butchered about two hours before. The meat had not been salted. After the meat had remained in the warehouseman's plant some days he notified the appellee, the bailor, to come and get it. About five or six days thereafter, the meat was found to be spoiled. The bailor sued the warehouseman for value of the meat. Although the lower court held the warehouseman liable the higher court

reversed the verdict and, in holding the warehouseman not liable, said:

"There was no duty on the part of appellant (warehouseman) created by contract, to examine the meat, or to salt it, or to change the manner in which it was packed. . . . The general rules governing contributory negligence apply in cases of bailment to a warehouseman, and, in accordance therewith, if the negligence of the bailor or his servants contributes to loss or injury of stored goods, the warehouseman is not liable."

### Sues on Fire Loss

Modern higher courts hold that where a contract of bailment provides that the bailee or warehouseman shall insure the goods while in his possession, either the bailee or bailor may maintain a suit against the insurer on the policy for the full amount of the loss. Also, there is no doubt about the rule that a warehouseman in possession of personal property is entitled to recover the full value of the bailed property in case of its destruction, or conversion by a third party.

For example, in Gardner v. Freytown Mut. Fire Ins. Co., 37 Atl. (2d) 535, it was shown that a warehouse and contents were destroyed by fire. The warehouseman carried insurance on the stored goods and personally sued the insurance companies to recover the loss.

Although counsel for the insurance company contended that the owners of the destroyed merchandise must be made parties to the suit the higher court held in favor of the warehouseman. This court allowed full recovery.

### LOS ANGELES, CAL.

#### UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St., Los Angeles 21

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

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General Manager

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**FACILITIES**—352,355 sq. ft. Fireproof, rain, conc. Sprinkler Sys. Watchmen. Ins. 1¢ per mo. Siding: L.A.Junc.Ry., 48 cars. Free switch: A.T.&S.F., S.P., U.P. and P.E. Ample Motor Truck platforms.

**SPECIAL SERVICES**—Pool cars. Daily mot. transp. to So. Calif. points. Free pickup.

**ASSNS.**—A.W.A., C.W.A., L.A.W.A., M.T.A.S.C.

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#### GENERAL MERCHANDISE

Warehousing—Distributing—Draying

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Largest and most complete storage and trucking service on the Pacific Coast

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S. M. HASLETT — President

Member: American Warehousemen's Assn.

American Chain of Warehouses, Inc.

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## MARKET STREET VAN &amp; STORAGE

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JIM CUMMING, Sec.-Treas.



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Operating 3 Warehouses; total space 90,000 sq. ft. Low  
Insurance Rates; Accessible to all Railroads; Sprinkler  
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United States Customs and  
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Drayage and Pool Car Distribution.  
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## STOCKTON, CAL.

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## PACIFIC STORAGE CO.

517 N. Hunter St. Stockton, Cal.  
Merchandise—Household Goods—  
DrayageShip thru the PORT OF STOCKTON for economical  
distribution in Central California.

Intercoastal Terminal Rates apply at Stockton.

plus 6 per cent interest beginning  
60 days from date of the fire in view  
of a clause in the policy.

## Bill of Lading Construed

A provision in a bill of lading, restricting the period in which a shipper must notify the carrier of a loss, in writing, is not to enable the carrier to escape liability, but to facilitate prompt investigation. To this end, the carrier by its contracts may require reasonable notice of all claims against it even with respect to its own operations. However, no formal written notice is necessary to satisfy the requirement of the provision.

For example, in Thompson v. Levy Bros. Dry Goods Co., 180 S. W. (2d) 212, Texas, it was shown that a provision of a bill of lading reads:

"As a condition precedent to recovery, claims must be filed in writing with the carrier issuing this bill of lading, in case of failure to make delivery within nine (9) months after a reasonable time for delivery had elapsed. . . . Where claims are not filed . . . in accordance with the foregoing provisions, no carrier hereunder shall be liable and such claims will not be paid."

The shipment was lost in transit and within the nine months' period the shipper wrote a letter to the carrier giving the date of the shipment, name and address of consignee, nature and value of shipment and asked the carrier to prove delivery to the consignee.

In a subsequent suit the higher court held that this letter complied

with the above required written notification.

Also, see Georgia v. Blish Co., 241 U. S. 190, in which the Supreme Court of the United States held that a telegram constituted a written notice of a shipper's claim. The court said:

"Granting that the stipulation is applicable and valid, it does not require documents in any particular form. It is addressed to a practical exigency and it is to be construed in a practical way."

## Contract Carrier Case

A common carrier is one who holds himself out to the public as willing to furnish his facilities for the transportation of goods or persons indiscrimi-

nately to all who apply to him for the rendition of such services, up to the extent of the facilities, upon the payment of reasonable compensation. A contract, or private carrier, is one who holds himself out as ready to furnish transportation for hire only to those with whom he chooses to deal in accordance with such contracts as he makes with them. Under no circumstances can the decision whether a carrier is a common or a private carrier be based upon its chartered powers or the name under which it does business. While a common carrier with a few exceptions is liable as an insurer of shipped merchandise, a contract or private carrier is liable only if the loss resulted from negligence of its employees.

## LEGAL

... The Legal Editor will answer legal questions on all subjects covered by D and W. Send him your problems, care of this magazine. There will be no charge to subscribers for this service. Publication of inquiries and Mr. Parker's replies give worthwhile information to industry generally

## Who Is Liable

Question: We have a problem that relates to damage to a multiple shipment. The shipper loaded a car and arranged supports so that at one stop the consignee could take out his

## Questions and Answers

merchandise and then the car went on and the consignee at another city took delivery of his goods. The last consignee found that the goods were damaged. Who is liable, the first consignee, the shipper or the carrier? Comet Co.

# Why Should We Keep it DARK?



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WE SERVE  
YOU BEST!



Modern, Fireproof Warehouses.  
Offices and Special Services.  
17-Car Sidings. Free Switching.  
Financial Responsibility.

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Freight Forwarding and Distribution  
Household and Merchandise Storage  
PACKING AND SHIPPING  
Member of May, W.A.—A.W.A.—Colo. W.A.

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- Pool Car Distribution
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General Offices 10 Whiting St.  
Bridgeport 1  
General Merchandise Storage and Distribution  
Total Storage Area 67,000 Sq. Ft.  
Household Goods, Moving, Packing and Shipping  
N. Y., N. H. and H. R.R. Siding



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U. S. Bonded Warehouses  
Merchandise Facilities  
and Massachusetts daily. Warehouses at Hartford, Conn., and Springfield, Mass.  
Members: NFWA—AWA—ACW—AVL Agents



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15,000 sq. ft. of Storage Space—Consign shipments  
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Established 1902



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Motor Truck Service to all towns in Connecticut.  
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WASHINGTON, D. C.

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Exclusive Agents  
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Our Main Warehouse

**SMITH'S**TRANSFER & STORAGE CO.  
1313 YU ST. N.W. NO. 3343**Tax Question**

**Question:** Please give the law regarding the right of a state or municipality to tax a corporation which transacts interstate business. Please cite a few higher court cases as illustration. Mariemont Corp.

**Answer:** The fact that a company maintains a branch or office, or distribution station, in a foreign state does not result in the company being liable for payment of taxation and licenses imposed by the laws of the foreign state.

For example, in *Cheney Bros. Co. v. Commonwealth of Massachusetts*, 246 U. S. 147, it was disclosed that a Connecticut corporation maintained in Boston, Mass., a selling office with an office salesman and four traveling salesmen who solicited and took orders for merchandise. The orders were subject to approval by the home office, from which shipments were made directly to the purchasers. Since the orders were sent to the home office, from where shipments and collections were made, the United States Supreme Court held the state of Massachusetts not entitled to assess and collect taxes for privilege of the company operating its branch office in this state.

In another case, *Meyers v. Miami*, Fla., 131 So. 375, it was shown that a corporation located in Indianapolis, Ind., maintained an office in the city of Miami. All of the orders were mailed by the branch manager in Miami to Indianapolis and were shipped by the corporation to the purchasers C. O. D. in Miami. The court

held this corporation not required to pay the Miami city license fee. Also, in *Mills v. Portland*, 268 U. S. 325, the United States Supreme Court held similarly.

Moreover, it has been held that although an agent of the seller delivers goods and collects money therefor, this fact alone does not result in a city or state being entitled to levy a tax where it is shown that the agent's orders were sent to the headquarters, or main office, of the company for which he works.

In *Cason v. Quinby*, 53 So. 741, an agent of a Pittsburgh, Pa., corporation took orders for merchandise. When orders were taken he sent the same to the company at Pittsburgh and when he received the goods, he delivered them to the customers, collected the money therefor, and remitted it to the company in Pennsylvania. It was held that this business is interstate commerce and that the state taxation laws are void.

Of course, if a manufacturer in one state employs a salesman to solicit orders in another state, and the salesman takes the orders to a warehouseman, or distributor, or jobber in the foreign state to be filled the manufacturer is "doing business" in the foreign state and, therefore, is subject to taxation laws.

**Discharged Employee**

**Question:** Recently, we discharged an employee who had for many years represented us in making contracts

WASHINGTON, D. C.

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Large buildings of modern construction, total floor area 204,000 square  
feet, of which 109,000 square feet is of fireproof construction.  
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CONSIGN SHIPMENTS VIA B. & O. R. R.  
Heated rooms for protection against freezing.  
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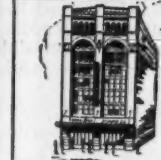
WASHINGTON, D. C.

Established 1901

UNITED ★ STATES  
STORAGE COMPANY

418 10th St., N.W., Washington 4, D. C.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 133)  
Member of N.F.W.A.—W.W.A.

and purchasing materials. Many persons believed that he was a partner in our business. A few days ago this party purchased certain materials from a company from which he had purchased materials for our firm. This discharged employee left this part of the country and took the materials with him. This seller now demands that we pay this bill. Are we liable? Webb Trucking Co.

**Answer:** Modern courts consistently hold that any partner to a partnership is personally liable for payment of all merchandise purchased, for use of the partnership, by any member of the partnership. This is so although the partner against which suit is filed did not know that he was liable. Also, any person who does any act which tends to lead others to believe that he is a partner is liable as a partner although actually he has no interest in the partnership.

The above explained law is applicable to an agency. In other words, in many cases, agency arises, not from the use of express language, nor from the existence of a well-defined relation, but from the general conduct of the partners. If relations exist which constitute an agency, the legal agency exists, whether the parties so understand it or not. As a general rule, agency cannot be established by proof of the acts of the alleged agent, in the absence of evidence to show the principal's knowledge of such acts or his assent to them, but where the acts are of such character as to justify a reasonable inference that the principal

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had knowledge of them, the acts themselves are competent to show agency.

For example, in *Alexander Co. v. Medford*, 170 S. W. (2d) 809, it was shown that a company is a dealer in tomatoes and vegetables, and has been engaged for many years in buying tomatoes through its agent or representative. This agent not only purchased tomatoes for the company but also attended to the company's business in certain localities and purchased material for the company used in canning, making shipments and the like.

Suit was filed against the company to recover several thousand dollars for materials purchased by this agent. During the trial both the agent and the company officials testified that the agent had been the company's agent for four years but that he was not acting as their agent the particular season these materials were purchased.

Notwithstanding this testimony the higher court held that the company must pay for the materials purchased by the agent.

The principal reason this company was held liable for payment of this merchandise purchased by the agent is that the persons and firms with which he had transacted business, as agent for the company, were not notified when the agent terminated his employment with the company. Thus the company was liable because its officers did nothing to prevent others from doing business with the agent believing that he still represented the company.

Therefore, in view of the above explanations, it is my opinion that you are liable for payment due for these materials. However, if you had advertised in a newspaper that this party was no longer in your employ, or if you had otherwise notified this seller, then you would have given sufficient legal notification which would have enabled you to avoid paying this bill.

#### Constitutional Point

**Question:** Please state whether under present war conditions a state law is valid which limits size, length and speed of trains for hauling freight. Are such laws void, as contended by some persons as "burdening interstate commerce," as infringing upon federal safety appliance acts, and safety device provisions of Interstate Commerce Act, or as depriving railroads of property without "due process of law"? *Cosmo Corp.*

**Answer:** In *State ex rel. Conway, Atty. Gen. v. S. P. Co.*, 145 Pac (2d) 530, reported Dec., 1943, it was shown that the State of Arizona passed a law which limited passenger trains to 14 cars and freight trains to 70 cars. The higher court held this law valid, and said it was unnecessary to decide whether Congress had occupied the field of safety regulation with respect to the operation of trains or with respect to the length of trains. In

any event, that is a question for the courts.

Modern higher courts hold that if a law of this nature is valid it is by reason of the state's right under the Constitution to pass laws for the protection of its people's lives, safety, health and well-being. To do that the state may enter the field appropriated under the Federal Constitution to the federal government, when such field has not been wholly occupied by that government. Powers belonging under the Constitution to the federal government but not exercised may in all proper cases be exercised by the state for its use and protection, and a state law to that end will be valid and enforceable.

Four states, Arizona, Nevada, Louisiana and Oklahoma, have enacted other forms of train limit laws. The laws in the first three named states have been passed upon and declared to be invalid (*Atchison, T. & S. F. R. Co. v. La Prade*, D.C., 2 F. Supp. 855; *S. P. Co. v. Mashburn*, D.C., 18 F. Supp. 393; *Texas & New Orleans Ry. Co. v. Martin et al.*, D.C., 1936, No. 428—Equity), in Oklahoma it was sustained by a divided court, *Missouri-Kansas-Texas Ry. Co. v. Williamson*, D.C., 36 F. Supp. 607.

However, the late above Arizona higher court held that laws of this nature are not a burden on interstate commerce nor does the law deprive the carriers of any constitutional right.

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ESTABLISHED 1901

THE SOUTH'S LARGEST FIREPROOF WAREHOUSE  
EXCLUSIVELY FOR HOUSEHOLD GOODS & OFFICE EQUIPMENT  
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Recognizing—Trucking Services—Truckage 52 Cars  
Reinforced Concrete—Sprinkler System—A.D.T. Services  
Insurance Rate 12 Cents

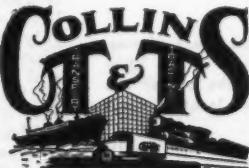
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CAR LOADING PLANE LOADING  
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Specializing in Imported & Export Storage—Negotiable Warehouse Receipts

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Merchandise Storage  
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**TAMPA COLD STORAGE & WAREHOUSE CORPORATION**

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Loans on Stored Commodities. Sales Representation. Privately Bonded.

Pool Cars Handled.

Located in heart of Tampa. General merchandise—Cooler and sharp freezer cold storage. Efficient distribution over entire state. Field Warehousing.

380,000 Sq. Ft. of Space

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WILLIAM J. EVE, Manager

**WAREHOUSE, INC.**

**BONDED  
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**POOLED CAR DISTRIBUTION**

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**SOUTHEASTERN BONDED WAREHOUSES**  
"Better Warehouse Service"  
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Merchandise Warehousing  
Sprinklered A. D. T. Burglar Protection A. W. A.



ATLANTA, GA.

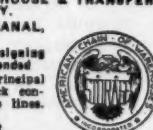
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**MONROE BONDED WAREHOUSES**  
175 SPRING ST., ATLANTA 3  
Invested Capital \$325,000  
Lowest Warehouse Insurance Rate in Atlanta  
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Private Railroad Sidings—Concrete Warehouses  
A. D. T. Service Member: A. W. A.

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ATLANTA, GA.  
**BENTON RAPID EXPRESS**  
The Fastest Freight Service Between Atlanta and  
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**CUSTOMS BONDED AND INSURED**  
Ask us to quote on all kinds of shipments received from  
and delivered to Steamship Lines—Serving the  
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Principal Office Atlanta Office  
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Savannah

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**SAVANNAH BONDED WAREHOUSE & TRANSFER**  
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Custom House Brokers—Custom Bonded  
Regular steamship service from principal  
Eastern, Western & Southern ports—transit  
connections with all rail and steamship lines.  
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F. J. Robinson, Vice-President  
Members—A. W. A.—A. C. W.



Rubber Warehouse

The U. S. Department of Agriculture, Emergency Rubber Project, is erecting a one-story wood frame warehouse building, 174x211 ft. in area, on the outskirts of Salinas, Cal., for use in storing rubber derived from the Government's guayule growing enterprise in the Salinas area. (Herr.)

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO  
**HONOLULU**

Consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.  
Correspondence Solicited

**CITY TRANSFER COMPANY**

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O. R. CRAVEN, President  
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**CRAIG WAREHOUSES, INC.**

(formerly Jennings Cornwall Warehouses, Inc.)

240 E. Halliday Street, Pocatello, Idaho

Merchandise Storage—Distribution—Cartage  
Pool Cars Distributed Free R.R. switching

Members: American Warehouse Association, Mdse. Div.;  
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R. L. Hesmer, Mgr.  
Cairo Phone 1931  
Established 1920 J. H. Spaulding, Ass't Mgr.  
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Sugar and Merchandise Transit Storage. Sugar capacity 150,000 Barrels.  
Brick and Concrete building. Warehouse located on Illinois Central.  
Served by four large railroads, Federal and Mississippi Valley Barge  
Lines. Main Warehouse at Mounds, Illinois. Transit privileges same as  
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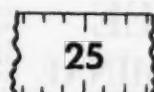
**Pacific Railway Equipment  
Now Preco, Inc.**

Pacific Railway Equipment Co. 960 E. 61st St., Los Angeles, Cal., is now known as Preco, Inc. It remains the same corporation, under the same management and the same address, doing the same business, with the same personnel.

The new name is derived from the first letters of the firm's former name

Issued Charter

The Virginia State Corporation Commission has issued a charter to Virginia Food Products, Inc., Litwaltown, Va., to engage in the canning, storing and distributing of fruits and vegetables. Maximum capital of the firm is \$50,000. John Garland Pollard, Jr., is president. (Toles.)



**A Folding Rule Trick**

"SHOW me any inch of any folding rule, regardless of the length of the rule, and I will tell you how long the rule is," Mechanic No. 1 said.

Mechanic No. 2 didn't immediately understand what Mechanic No. 1 meant, but after it was made perfectly clear to him it seemed incredible and so, being a betting man, he offered to wager \$2 that he could "fool" Mechanic No. 1. The bet was promptly accepted.

So Mechanic No. 2 went away and soon came back with a small portion of a rule having a 25 on it. He had the remainder of the rule in a bag to prove to Mechanic No. 1 that he wasn't cheating.

Mechanic No. 1 took the piece of rule, noticed that there was a 47 on the other side, added the two, and the answer was 72, which meant 72 inches. In other words it was a 6 ft. rule.

It is a fact that, regardless of their length, since folding rules are always "doubleheaders," the sum of the two opposite numbers always gives the length of the rule.

Mechanic No. 2 was dumbfounded until the method was explained to him. He then offered to pay the \$2 saying that the lesson was worth it. But mechanic No. 1 refused the money because, as he said, "I was betting on a sure thing."

**To Handle Crosley**

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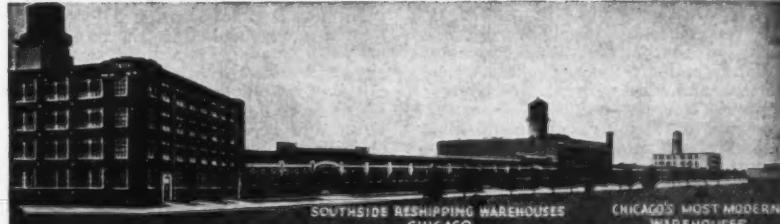
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D and W, September, 1944—69

# Entire Merchandise Warehousing Industry Urged To Aid in Storage of War Surpluses

**The Surplus War Property Administration's program for the handling and storage of surplus equipment and materials, and the place of public warehousemen in this undertaking clearly outlined and explained by Paul W. Frenzel, president, AWA Merchandise Division.**

URGING all merchandise warehousemen, whether affiliated with any association or not, to lend their full support to the program of caring for government surplus materials and equipment until they can be liquidated in an orderly manner, Paul W. Frenzel, president, American Warehousemen's Assn., Merchandise Division, in a recent letter to members of the association, outlines the program in its present form and explains the part that may be played by the entire merchandise warehousing industry.

After explaining briefly the organization of the Surplus War Property Administration's Space Control Committee, and the general procedures approved for the handling, prior to disposal, of surplus equipment and materials, which will result from termination of war production contracts, Mr. Frenzel states:

"It is not a plan to store materials in public warehouses under the usual procedure whereby the warehouseman has responsibility for custody of the goods in his own buildings. In fact, practically no buildings now used as public warehouses will be utilized for 'surplus' storage. There are several reasons for this, some of which are:

"(a) Much of the material involved will be too bulky or otherwise not suited to the typical public warehouse operation.

"(b) Public warehouses and buildings now used for storage will, for a long time, be needed for the handling of goods moving for direct war or essential civilian activities. The handling of government 'surplus' materials must not interfere with 'live-issue' and necessary 'stockpiling' operations in connection with the war or in the reconversion to a peace economy.

"(c) When war contracts are terminated on a large scale, there will be a lot of surplus government-controlled space which may well be used for surplus materials rather than be idle and become disastrously competitive with established business, housing or otherwise.

"The agencies acting through the Space Control Committee plan to lease, or otherwise acquire, building sheds, open yard areas, served tracks and not now operated as warehouses or for other essential purposes. When war contracts are cancelled wholesale, more buildings and storage areas will become available, perhaps even Army posts, stations and camps. Eventually, even Army and Navy depots and supply warehouses can be used in whole or in part. These facilities will be acquired by the government agencies of the Space Control Committee for the

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storage of their surplus materials. In some cases, these facilities may be operated by the agencies themselves, but, in general, contracts will be negotiated for operation by warehousemen or others.

The operating contract, except in rare instances, will not involve the furnishing of storage space by the operator. The government will provide the space and the operator will receive, store, exhibit for inspection, pack or repack, and reship material of the government agencies.

This program was discussed thoroughly in Washington at meetings of representatives of the Space Control Committee, the Chairmen of the nine Regional Subcommittees, and the ten Warehouse Consultants to the Committee. From those discussions it seems probable that the government, in the interest of economy, will prefer to assume substantially all risk of damage or loss to the materials in storage rather than to pay the operator or insurance companies to assume those responsibilities. Under such an arrangement, the operator of the storage facility would not be acting in the usual capacity of a public warehouseman.

### Warehousemen's Place

“Nevertheless, ‘store is storage,’ and it is believed that the warehouse industry is best qualified to organize and operate the facilities that will be used for storing surpluses, whether these are ordinary buildings, idle war plants, sheds, or open yard areas. In

fact, warehousemen are expected to do this job, associating with themselves, or sub-contracting when necessary for any specific operation, the services of construction men, riggers, heavy truckers, or others who are accustomed to the handling of heavy equipment and to the rapid mobilization of men and equipment for unloading and storing or for loading and shipping whatever material may

be involved. The ‘surplus disposal’ program has been widely publicized as an enormous storage problem. If this part of the program is not handled economically and efficiently, the blame will be placed on the storage industry by the general public as well as by government agencies. We must not entrust our reputation to those who will have no future interest in the industry. It is a job that we must do ourselves.

“At recent conferences in Washington, a tentative form of operating contract was discussed in detail. It was a ‘cost-plus-a-fixed-fee’ form of contract under which the government would reimburse the contractor promptly for all costs of labor, materials, tools and equipment, transportation, bonds, compensation and other insurance if required, salaries of administrative and supervisory employees while engaged on the work, and, in fact, all costs directly chargeable to the operation. The government would assume all losses and damage except those due to ‘willful misconduct or failure to exercise good faith’ on the part of the contractor’s executives, corporate officers, or principals. In addition, the contractor would be paid a nominal fee for his ‘know-how’ and ability to organize and direct the operation. The contract could be described, from a warehouseman’s viewpoint, as a ‘no-risk, no-loss’ contract.

### “Cost-Plus-Fixed-Fee”

“The government has general policy objections to any further use of

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'cost-plus-a-fixed-fee' contracts and, consequently, the form discussed at the meeting, as described above, may not be used. This has not been finally settled, and other contract forms are now being considered which, for all practical purposes, would attain substantially the same results. It seems quite clear, however, that there will be no considerable direct profit to the contractors, whether warehousemen or others, in the operation of surplus property depots.

"AWA's Merchandise Division has pledged its full support to the Space Control Committee to effectuate this program for caring for surplus materials prior to their being sold or otherwise disposed of. In taking this position, the Division Officers have the full support of its Emergency Advisory Committee, which has given thought not only to present conditions, but has considered particularly the welfare of our industry during the reconversion period and the future post-war period.

#### Industry Cooperation Urged

"We urge upon all merchandise warehousemen, whether or not they are members of AWA or of other warehouse associations, full cooperation and, so far as is possible, active participation in the program of caring for government surplus materials and equipment until they can be liquidated in an orderly manner. Warehousemen who could not alone undertake even small additional op-

erations can do so by combining their efforts with others in their localities. No one who can contribute something should hesitate to do so.

"Some who could help may be tempted to let others take on the burden of this problem, while they devote their entire energies to more profitable types of business. Anyone so disposed should realize that, except for the Department of Agriculture, practically all government storage business that has gone, and is now going, into public warehouses is handled by some branch of the agencies that are also concerned with this surplus problem. Failure by a warehouseman to do his part in handling surplus materials might result not only in loss of goodwill but even of future government storage to him. It might also cause a government agency to change its practice of storing with public warehouses and, instead, proceed on the theory of establishing its own warehouse organizations in available surplus government space. This the industry should use every effort to avoid.

#### Local Problems

"Information regarding the surplus storage program has been and is being sent to local, state, and regional associations that function for merchandise warehousemen. Copies of the operating contract form will be sent to these associations for distribution to all interested warehousemen in their localities. This will in-

sure getting the information promptly to all members of the industry whether or not they are members of AWA's Merchandise Division or of the local associations. It will also provide an opportunity to discuss the program in local group meetings where the Warehouse Consultant to the Regional Space Control Subcommittee can be present to answer questions and explain the program in detail. He can undoubtedly arrange also for the attendance of the Chairmen or other representative of the Subcommittee for the Region in which you are located at meetings for discussion of the subject.

#### AWA Aid Pledged

"The AWA Merchandise Division has pledged to Surplus War Property Administrator W. L. Clayton the entire facilities of the Association staff to assist the Space Control Committee and its Warehouse Consultants in effectuating their Surplus Storage Program. We are confident that local associations will be equally cooperative.

"We urge you to get promptly in touch with your local Warehousemen's Association and the Warehouse Consultant or his assistant for your region, for further information regarding this subject in order that you may be fully prepared to do your part in the program and to meet without undue delay demands that may arise quickly in your locality."

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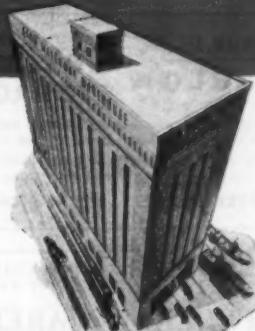
- 1 A million-dollar plant fully equipped.
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## Potatoes . . .

(Continued from page 18)

try that grossed more than \$1,000,000 in 1942. The average cost of production for Irish Cobblers, Bliss Triumphs, and other varieties grown on the North Plains section is about \$50 per acre. One acre of this soil will yield approximately 135 sacks of tubers weighing 108 lb. to the sack.

While a new industry in Texas, some 1,000 to 1,500 persons are employed during the season and four potato processing plants at Hereford work to capacity. One large potato grower in this section, the "Big 3 Packers," sprayed their 450 acres planted to potatoes in 1942 with an air plane, dusting the vines with copper sulphate. The average number of sacks for this area is 200 per acre as compared with a national average of 135 sacks.

Utah ships about 850 carloads out of the state each year. Its annual production of potatoes is 2,023,000 bu. on 13,200 acres. The state is rapidly moving to the front as a producer both of certified seed stock and table potatoes.

Washington. Besides being the "apple bowl of the world," Washington is a large potato producing state. It is one of the leading producing states of the northwest with 50,000 acres devoted to the crop and producing 8,368,000 bu. each year. Some 30

of the larger consuming markets in 19 states receive Washington potatoes. The Yakima Valley, with its variety of crops, is also the largest producing potato area in the state.

Wyoming. For high altitude, high quality, seed potatoes, Wyoming has gained quite a reputation. Ordinarily, the state produces 2,200,000 bu. on 27,000 acres, and ships an average of 1,400 carloads.

#### Source of Vitamins

More than ever before, potatoes have come into their own. The American housewife realizes as never before her great responsibility to provide her family with an appetizing

and nutritious diet that supplies all the vitamins and minerals essential to health, vigor, and long life.

Many housewives have not fully appreciated that potatoes are one of the best and cheapest sources of vitamin B, C, and G, that they furnish also quantities of vitamin A, and that they are rich in phosphorous and iron. Moreover, potatoes are highly alkaline, easily digestible and extremely palatable.

The authority for the above statements, Dr. John Harvey Kellogg of the Battle Creek Sanitarium in Michigan, declares "there is no other single article of food capable of doing so much for the promotion of the health, longevity, and prosperity of the American people as the potato."

#### Whse. Property Sold

Butte County Warehouse Co. has sold to R. A. Hareison, doing business as Northern Star Mills, a public utility warehouse property situated in Durham, Butte County, Cal., for \$22,500. An agreement made by Butte County Warehouse Co., with Sacramento Northern Railway prior to consummation of the sale transaction with Hareison to purchase a warehouse, was ordered cancelled by the California Railroad Commission (Herr.)

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Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

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Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.  
Wabash R. R.—Private Siding—Pool Car Distribution

#### Potato Warehouse

Plans for construction of a new potato warehouse at Watertown, S. D., have been announced by A. H. Steinmetz, manager of the Watertown Potato Co. The new warehouse will be constructed east of Third St., northwest, on land formerly used for a pheasant park. It will have a capacity of 100 carloads.

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## Engineering Centralized By Gar Wood Industries

Glen A. Bassett, president, Gar Wood Industries, Inc., has announced the centralization of the company's engineering departments and described the move as another step in its over-all program aimed at both improving even further its output of war goods and also at easing the transition to peacetime operations.

Now scattered in four locations, the engineers of the hoist and body, winch and crane, tank and road machinery divisions have been brought together in the company's main plant and will be adjacent to the executive offices.

Mr. Bassett had previously announced a revamping of the production set-up involving the creation of the post of vice-president in charge of manufacturing. (See *D and W*. Aug. p. 63.)

### Suspends for Duration

The Western Compress Co. has been authorized by the California Railroad Commission to suspend its public utility warehouse operations in the Los Angeles Harbor district until July 1, 1945, on the ground that the properties have been taken over by the U. S. Government for war use. The firm was authorized to hold its operations in suspension until at least July 1, 1945, and continuously thereafter as long as the property remains in possession of the Government.

# The Need of Better Catalogs

(Continued from page 20)

ments that they believed should be included in such catalogs.

This questionnaire attempted to divide the requirements into two categories as well as determine their respective importance. The requirements included in the first category were to be those which if omitted from parts catalogs would cause difficulty within the purchaser's plant. The second category was to consist of those requirements which are desirable but the omission of which could not be construed as causing difficulty in the application of the parts. Naturally, there was considerable overlapping of these two categories, since all companies did not tend to assign the same importance to each requirement.

The results of this questionnaire are listed below in the order of their respective importance.

### Necessary Requirements

1. Parts should be identified by name and number.
2. Catalogs should carry the date of release. In the case of loose-leaf catalogs, the date of the latest page revision should appear on each page.
3. Sufficient information to allow practical application of the part should be shown, such as envelope
4. Changed parts should be given new numbers or dash numbers unless dimensionally and functionally interchangeable.
5. Maximum strength or capacity of parts should be specified.
6. Type and specification number of the material from which the part is fabricated should be shown. Government drawing or specification numbers to which the part may be manufactured should also be noted when applicable.
7. Method of interpreting coded part numbers should be specified.
8. All pages should be numbered.
9. Parts having general government approval for use on aircraft should be noted.
10. Catalogs should be carefully indexed.
11. Special information necessary for proper installation of the parts should be specified.
12. Information regarding the proper method of ordering should be included when necessary.
13. The accurate actual weight of all parts should be shown. If at any time the calculated weight is used in

### FORT WAYNE, IND.

Exclusively

#### Merchandise and Cold Storage

Modern Fireproof Warehouses—Centrally Located—P.R.R.  
Siding—Lowest Insurance Rates—Pool Car Distributors—  
Local Cartage Service—Branch Office Services.

#### MITCHELL SALES & STORAGE, INC.

435 E. Brackenridge St., Fort Wayne 2, Ind.  
Warehouse Receipts on Staple Commodities

### FORT WAYNE, IND.

#### PETTIT'S STORAGE WAREHOUSE CO.

414 E. COLUMBIA ST.

FORT WAYNE 2, IND.

MDSE. & HHG. POOL CAR DISTRIBUTION

### GARY, IND.

Established 1925

#### General Merchandise Storage and Distribution

Private Siding Indiana Harbor Belt R. R. Free Switching, Centrally Located, Pool Car Distribution, Motor Truck Terminal, Operating our own fleet of trucks.

#### GARY WAREHOUSE CO.

10th & Massachusetts St., Gary, Ind.  
Phone Gary 6131

### HAMMOND, IND.

#### GREAT LAKES WAREHOUSE CORP.

Established 1922

E. C. Faure

Vice-President

Manager

FACILITIES—180,000 sq. ft., Fireproof, concrete-steel-brick const.

INS. RR: over 50 cars. Located within Chicago switching district. Transit privileges.

SERVICE FEATURES—Motor term. on premises—Hourly del. to Metro. Chicago

and suburbs.

Members of American Warehousemen's Association, Indiana Warehousemen's Association, Indiana Chamber of Commerce.



(Tel.—Ham'd 3750-81)

Plummer Ave. & State Line St.

(Tel.—Chicago—Ext. 2260)

Building on

INS. RR: over 50 cars. Located within Chicago switching district. Transit privileges.

SERVICE FEATURES—Motor term. on premises—Hourly del. to Metro. Chicago

and suburbs.

Members of American Warehousemen's Association, Indiana Warehousemen's Association, Indiana Chamber of Commerce.

### HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

#### JOHNSON

#### Transfer and Warehouse

STORAGE FOR HOUSEHOLD GOODS AND  
OFFICE FURNITURE



WAREHOUSE and OFFICE: 405 Douglas Street

### INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

#### HENRY COBURN STORAGE and WAREHOUSE CO.

221 W. Georgia St., Indianapolis 9  
Merchandise Storage, Distribution, Trucking  
Leased Space—Offices—Low Insurance  
Represented by  
DISTRIBUTION SERVICE, INC. A.W.A.—Indiana W.A.



### INDIANAPOLIS, IND.

#### HOGAN TRANSFER & STORAGE CORPORATION

Indianapolis' Finest • Established 1892  
HOUSEHOLD GOODS STORAGE • PRIVATE RAIL SIDING  
MOVING • PACKING • CRATING • SHIPPING



### INDIANAPOLIS, IND.

Phone MARKet 4361

#### INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St., Indianapolis 4

Sprinklered Warehouses

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.



**INDIANA**

INDIANAPOLIS, IND.

Riley 5513

**A Complete Service**General Merchandise—Cold Storage  
Pool Car DistributionModern Motor Trucking Service  
Check Out ServiceAll Merchandise On Check Out Cars  
Placed On Platform Ready For DeliveryConsign Shipments Via N.Y.C.  
Store Door Delivery and Pick-up for above RR.

Operating 52 truck units

**STROHM WAREHOUSE  
AND CARRIAGE COMPANY**

230 WEST McCARTY ST., INDIANAPOLIS 2



lieu of the actual weight, it should be  
so specified.

**Desirable Requirements**

1. Catalogs should have an identifying number.
2. Special tools necessary to install parts should be listed.
3. Related drawings giving more detailed information should be referenced when available.
4. Catalogs should be approximately 8 1/2 x 11 in. in size to facilitate filing.

**Other Items**

There are a number of additional items which are sometimes associated with the cataloging of products, such as cutaway views or the more elaborate overlay method of showing internal construction; individual tracing sheets or templates, for the convenience of draftsmen; tables and charts on performance, etc. The actual necessity or desirability of including these in the catalog will depend mostly upon the individual case. Listing of prices is often a matter of concern in compiling catalogs. Because of the complications involving discounts for quantity purchases, the fluctuation of prices and other variations which enter into the price schedule, it is believed desirable to recommend that in most cases this information be supplied as a supplement to the catalog or listed in an independent document.

76—D and W. September, 1944

**AMERICAN WAREHOUSEMEN'S ASSOCIATION**
**THE TRIPP****WAREHOUSE COMPANY**

1001 E. New York Street, Indianapolis 7, Ind.  
Complete facilities for the storage and distribution of

**MERCHANDISE**

PRIVATE SIDING — BIG FOUR — CONNECTING WITH ALL  
RAILROADS — NO SWITCHING EXPENSE. TRUCK  
SERVICE.

Member A. W. A.—Ind. W. A.  
Write for complete description of services  
to meet your individual requirements.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. ILLINOIS  
N. WEST 43RD ST. PHILA. 6-0946 1525 NICHOLAS AVE., CHICAGO

MUNCIE, IND.

H. W. HARDESTY, Owner &amp; Manager

**HARDESTY TRUCKING**

622 Broadway Telephone 44-1111

Local and Long Distance

**MOVING—STORAGE—CRATING**

Consign Shipments via C&amp;O or B&amp;O. Distribution of

Merchandise &amp; Household Goods. Pool Car

Agent for

Auto Moving &amp; Transport Co. National Furniture Movers

SOUTH BEND, IND.

**ULLERY COLD STORAGE & WAREHOUSE CO.**

401-403 S. Notre Dame Ave., South Bend 22

Merchandise and Cold Storage  
Modern Cold Storage Leaker Plant, 1400 Capacity  
Private Siding on Grand Trunk Western Railroad  
Pool Car Distribution, Trucking Service  
Member A.W.A.—Ind. W.A.

**Predictions and Probabilities**

(Continued from page 22)

will follow will depend upon the findings of the Radio Technical Planning Board and the later decisions of the Federal Communications Commission."

**Distribution Changes:** Mr. Rasmussen predicted that some changes

would be made in the system of distribution that will bring the coming peace-time products to the consumer from the manufacturer, but he added that such changes will be evolutionary, not revolutionary.

"Today, the consensus of opinion is that the American system of distribution is not basically unsound," he declared. "It is also agreed that perfection has not been reached and that improvements should and can be made."

As the result of an eight-month survey made by the Crosley Corp. covering every major distributing point in the country (utilities, major dealers, smaller dealers, Chambers of Commerce, banks and newspapers) it was found that the specialty distributor, generally, is so aggressive, versatile, realistic and optimistic that he was, supposedly, put out of business by government limitation orders.

**Independent Distributors:** Mr. Rasmussen asserted that the splendid resourcefulness displayed by independent distributors during this critical period had been largely responsible for the decision of the Crosley Corporation to handle its future distribution through them, instead of through factory branches.

"If the independent distributor

**Distribution Conference**

The 16th annual Boston Conference on Distribution will be held Oct. 16 and 17 at the Hotel Statler, Boston, Mass.

The main themes will be, "Foreign Trade Relations Affecting Our Future," "Coming Changes in Distribution," and "Government Surpluses and the Market."

The Conference is open to all who are interested in following economic trends affecting business. It is sponsored by the Retail Trade Board and the Boston Chamber of Commerce in cooperation with Harvard University Graduate School of Business Administration, Boston University and Massachusetts Institute of Technology.

Reservations and additional information may be obtained from Boston Conference on Distribution, 80 Federal St., Boston, Mass.

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

## TERRE HAUTE, IND.

A.D.T. Service

## Distributors Terminal Corp.

Merchandise Storage and Distribution a Specialty  
Pool Cars SolicitedMotor Trucks for Store Door Delivery. Our clients do the selling—  
We do the rest. U.S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

## CEDAR RAPIDS, IOWA

## AMERICAN TRANSFER &amp; STORAGE CO.

SINCE 1907

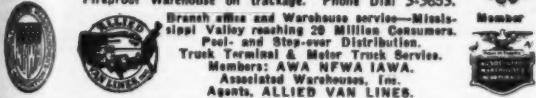
General Merchandise Warehousing and Distribution.  
Cold Storage.Modern Brick Warehouse, Sprinklered 80,000 Square Feet.  
Siding on C. M. St. P. & P. Rd. Free Switching from  
Other Roads. Motor Freight Terminal. Agent Greyvan

## CEDAR RAPIDS, IA.

Cedar Rapids  
TRANSFER & STORAGE CO.FIREPROOF WAREHOUSE  
AND TRUCK TERMINAL ON TRACKAGE  
All Modern Facilities For Efficient Warehousing  
and Distribution of Merchandise  
DAILY SERVICE IN EVERY DIRECTION

## DAVENPORT, IOWA

## EWERT &amp; RICHTER EXPRESS &amp; STORAGE CO.

At Davenport, Iowa, Rock Island and Moline, Ill.  
Fireproof Warehouse on trackage. Phone Dial 3-3653.Branch Office and Warehouses—Mississippi Valley—Washing. 20 Million Consumers.  
Pool- and Spot-over Services.  
Truck Terminal & Motor Truck Services.  
Members: A.W.A. N.F.W.A. I.A.W.A.  
Associated Warehouses, Inc.  
Agents: ALLIED VAN LINES.

## DAVENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

MERCHANTS  
TRANSFER & STORAGE CO.

ESTABLISHED 1905

Merchandise Storage, Furniture Storage &  
Pool Car DistributionMEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—  
AGENTS—ALLIED VAN LINES, INC.428  
Western  
Ave.

## DES MOINES, IOWA

## BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines 9, Ia.

Merchandise and Household Goods  
StoragePrivate Siding—Free switch from  
any R.R. entering Des Moines

Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

MERCHANTS  
TRANSFER & STORAGE CO.5th  
&  
Mulberry  
Des Moines 4

## TRY OUR SUPERIOR SERVICE

50 years' warehousing nationally known accounts  
given you Guaranteed ServiceDaily reports of shipments and attention to  
every detail

## DES MOINES, IOWA

1880-84 Years' Continuous, Efficient Service—1944

## WHITE LINE TRANSFER &amp; STORAGE CO. Des Moines 8, Iowa

Merchandise &amp; Household Goods Storage

—Fireproof Warehouses—

Lowest Insurance Rates. Pool Car Distribution. Private Siding. Free  
Switching. Free Rail or Truck Pick-up Service.

Member of A.W.A.—May. W.A.—Ia. W.A.

Represented by

ALLIED DISTRIBUTION INC.

NEW YORK

11 WEST 43RD ST., NEW YORK 6-0966

CHICAGO

1535 NEWBERRY AVE., CHICAGO 35



## DUBUQUE, IOWA

COMPLETE  
DISTRIBUTION SERVICES222,000 sq. ft. of floor space in buildings of brick-concrete-  
steel construction. Chicago-Great Western R. R. siding with  
10 car capacity. Free switching with Federal Barge Lines.  
Low insurance rates. Complete Motor-Freight Facilities.  
Pool car distribution—all kinds. Merchandise & Household Goods Storage, industrial and office space for rent.

Write today

## DUBUQUE STORAGE &amp; TRANSFER CO.

3000 JACKSON ST.

DUBUQUE, IOWA

Member of Iowa Warehouse Ass'n.

Chicago Representative: National Warehousing Service, 319 W. Roosevelt

Rd. (7) — Tel. Canal 5742



Member NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.

Agents ALLIED VAN LINES, INC.



## MASON CITY, IOWA

## CADWELL STORAGE &amp; MOVING CO.

Private siding CM&StP with full switching reciprocity—  
CRI—CGW—M&StL—CNW.

60,000 Sq. Ft. Dry Storage Space.

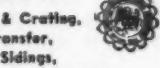
SPECIALIZE IN POOL CAR DISTRIBUTION with  
LOCAL CARTAGE FACILITIES. Member I.W.A.

## MASON CITY, IOWA

A. W. A.—May. W. A.

MASON CITY WAREHOUSE  
CORPORATION

Merchandise Storage, Household Goods Storage, Pool Car Distribution, Local Transfer, Private Siding, Local and Long Distance Moving.



## WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise and Household Goods



## KANSAS CITY, KANSAS

INTER-STATE  
MOVING AND STORAGE COMPANYFIREPROOF WAREHOUSE  
18th & MINNESOTA, KANSAS CITY 2Packing, Moving, Storing and Shipping. Private Siding  
Agent for Allied Van Lines, Inc.  
L. J. CANFIELD, Proprietor  
Telephone Dr. 8430

## PARSONS, KANSAS

Member of A.W.A.

## PARSONS COLD STORAGE COMPANY

2021 GABRIEL AVE.

COLD STORAGE AND MERCHANDISE WAREHOUSING  
POOL CAR AND SPOT STOCK DISTRIBUTION  
QUICK SERVICE AND REASONABLE RATES10 car siding on MK&T—Free switching. Pick up and delivery service  
for 2 Motor Freight lines operating out of our terminal.

## TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

## TOPEKA TRANSFER and STORAGE Co., Inc.

Established 1880

A.W.A.  
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY

CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT &amp; SF, CRI &amp; P. U.P. and M.P.

could weather this storm, then he is the rugged American who can meet the challenge of the future in the radio and appliance industry," Rasmussen said. "We believe that distributor management, which has money invested in the business, will be able to render the best possible

service. There is a personal stake. "In our post-war distribution program, the retailer plays an important part. Every effort will be made to assist the retailer to operate effectively and economically, utilizing merchandising practices applicable to the post-war market."

## Tightening Distribution Controls

STATING that it "is evident that large operators are seeking to establish greater control over distribution, and that independent distributors may have to prepare themselves to do a better job in the tough competitive sales era ahead," *Advertising Age* in a recent editorial stresses the fact that "standards of distributor operations are being raised," and that major changes in distribution are likely after the war, a point that *D and W* has been emphasizing for the past year.

"Several instances have come to our attention recently," the advertising weekly states, "in which it appears that some important manufacturers are quietly taking over distributorships formerly independently operated and converting them into direct factory branches or company-owned enterprises. This major change in policy is being carried out quietly, for

obvious reasons, since it may be some time before the entire distributor picture is changed to a direct control basis.

"In certain cases it is reported that the new plan has greatly improved the results of operations in territories which have been handled independently in the past. The reason usually given is that the independent distributor was too easily satisfied with results, and that when the sales quota was increased, it was easily possible to achieve it under more aggressive management directed from company headquarters.

"It is evident that most merchandisers are looking for a highly competitive postwar selling situation, and are seeking to establish distribution policies which will insure maximum efficiency in the entire sales organization. Standards of distributor operations are being raised, so that the

company rather than the individual distributor determines sales potentials and practical quotas. Companies with a large stake in consumer business are laying their plans so that there will be no weak link in the sales chain from the factory to the final user.

"The disposition toward greater centralization of distribution functions will of course work both ways. The independent distributor who is succeeded by a company-owned or controlled operation will be available for a competitor, and his experience and personal relationships with local dealers will be an asset of considerable value to that competitor. On the other hand, distributors who are gradually changing in company policies may become restive and need considerable reassurance as to the permanency of their present representation.

"It is evident both that large operators are seeking to establish greater control over distribution, and that independent distributors may have to prepare themselves to do a better job in order to serve successfully as representatives of manufacturers in the tough competitive sales era ahead."

### Freight Line Sold

S. B. Herrick and William L. Brooks have completed arrangements for selling to P. A. Taylor of Sausalito, Cal., the Herrick-Brooks motor freight line operated between Calistoga, in Napa County, and Adams Springs, in Lake County, and intermediate points. (Herr.)

#### WICHITA, KANSAS

*A Modern Distribution and Warehousing Service*

### Brokers Office & Warehouse Co.

149 North Rock Island Ave., Wichita 2  
B. W. BILLINGSLEY, JR., Manager  
Member of American Chain of Warehouses

#### WICHITA, KANSAS



Write or Wire  
**Cassell**  
TRANSFER & STORAGE CO.  
125 No. Rock Island Ave., Wichita 2  
Fireproof Storage and Sprinkler System

#### WICHITA, KANSAS

Chas. Knorr, Mgr.

### MID-CONTINENT WAREHOUSE COMPANY

BONDED

619 East William St., Wichita 2.  
MERCHANDISE STORAGE DISTRIBUTION  
A SUPERIOR SERVICE REASONABLY  
AND INTELLIGENTLY RENDERED

#### WICHITA, KANSAS



#### LOUISVILLE, KY.

### Louisville Public Warehouse Company

131 EAST MAIN ST., LOUISVILLE 2

25 WAREHOUSES

944,000 SQUARE FEET

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mds. ————— H. H. Goods

#### NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

### Commercial Terminal Warehouse Company

INCORPORATED

### Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.



Member of

Storage Cartage Forwarding  
Distributing Bean Cleaning  
and Grading Fumigating

Office 402 No. Peters Street  
NEW ORLEANS 16 LOUISIANA

#### NEW ORLEANS, LA.

Member of A.W.A.

### Independent Warehouse Co., Inc.

2800 CHARTRES STREET

Specializing in MDSE Distribution

Operating Under Federal License

All concrete Warehouses, sprinklered, low insurance rates. Low handling costs. Located on Mississippi River—shipside connection. Building connections with all rail lines. State Bonded. Inquiries Solicited.



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KANSAS—KENTUCKY—LOUISIANA—MAINE—MARYLAND

NEW ORLEANS, LA.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco



Douglas Shipsides Storage Corporation  
Douglas Public Service Corporation

New Orleans 1, La.  
Sprinklered storage —  
1,000,000 square feet.  
Machinery and Furniture.  
Switch track capacity —  
100 cars.  
Nine warehouses, convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 105 trucks.  
Insurance Rates 12¢ to 15¢.



NEW ORLEANS, LA.

New Orleans Merchandise Warehousemen's Ass'n.

**MALONEY TRUCKING & STORAGE, Inc.**  
133 NORTH FRONT ST., NEW ORLEANS 1  
*An Able servant to the PORT OF NEW ORLEANS*  
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Spaces—Display Rooms—  
Sprinklered Risk.  
UNITED STATES AND STATE BONDED  
• *Approved by*  *BETTER BUSINESS BUREAU* CHICAGO  
133 NORTH FRONT ST., NEW ORLEANS 1, LA.

NEW ORLEANS, LA.

T. E. GANNETT, Owner



**Standard Warehouse Company**  
100 Poydras St., New Orleans 8, La.

Complete Warehousing Service

SHREVEPORT, LA.

SPECIALIZING IN

**MERCHANDISE STORAGE and POOL CAR DISTRIBUTION**

Modern fireproof facilities with sprinkler system . . . Private siding . . . Watchman service . . . Low insurance rates . . . Truck connections with all motor freight lines . . . Convenient, efficient service for thirty-five years . . . If you want your customers to get the best in Distribution Services HAVE HERRIN HANDLE!!

**HERRIN TRANSFER and WAREHOUSE CO., INC.**  
MARSHALL AT DAVID STREET, SHREVEPORT 94  
Household Goods Storage and Transfer. Trucking Delivery Services.



The Distribution Center  
of ARK.—LA.—TEX.

BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**

Hillen & High Sts., Baltimore 2

T. E. WITTTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding—Western Maryland Railway

BALTIMORE, MD.

Incorporated 1905

**Baltimore Storage Co., Inc.**

N. W. Cor. Charles and 26th Sts.

Baltimore 18

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY  
FOR THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents for

AERO MAYFLOWER TRANSIT CO.

Canada and Mexico

## Independent Movers and Warehousemen's Assn. Holds War Conference at Chicago

Monopolistic trends denounced, continuation of governmental controls predicted, importance of tariffs stressed by speakers at mid-western meeting. Geipe of Baltimore re-elected president for fifth term.

By H. H. SLAWSON

• • •

influence are being created in our domestic economy much as they were created before the war in the international field.

"There may come a time when certain areas of business activity will be 'allocated,' if 'allocated' is the word, to specify individuals or companies. There may come a time when the whole business of interstate transportation of household goods will be delegated by legislation, either in the nature of statute or administrative rules, and become the exclusive property of a handful of large movers. The small operator will become a kind of economic vassal."

"This is a trend which only determined and self-conscious action by

small business men can forestall. The price of freedom in business, as in political life, is eternal vigilance. These problems we must face realistically and disregard competitive conflicts in the interest of a large objective. We must now, more than ever, unite on a common program, the end of which shall be our own survival."

Turning to specific suggestions, Mr. Zelby stressed the need of "meeting and surpassing the service which our large competitors are offering," and for a tariff "which recognizes and provides for our special position in the household goods field." This tariff, he said, "must be scientific, compensatory and fair to the public. We have an enormous job of building good will ahead of us. We need the support of the public and we shall need it more and more."

**Government Controls**

Predicting also "an expanded de-

D and W, September, 1944—79

THE war-accelerated trend toward bigness in business offers serious threat to the post-war existence of the independent mover of household goods, delegates to the war conference of the Independent Movers and Warehousemen's Assn., Inc., meeting in Chicago, Aug. 21 to 23, were warned.

Examining this trend in its relation to organization interests, Nathan E. Zelby, New York, general counsel of the organization, declared that transportation of household goods may even become "the exclusive property of a handful of large movers."

**Sees Monopolistic Trend**

During the past three years, Mr. Zelby pointed out, "huge industrial empires have been built and they will not readily accept a lesser status after the war. There is, in America, and in every other country in the world, a positive trend toward monopoly and cartelization. Spheres of economic

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

gree of government control," following the War, Mr. Zelby said, "Government will remain in business regardless of the political character of the administration. We might just as well recognize that with the increasing complexity of economic affairs, government control may be more widespread than during the war. We must watch out that legislation does not discriminate against us; that regulatory measures are not devised and controlled by large companies bent on destroying us. The day has long passed when the business man can isolate himself from the rest of the business community and regard his problems in a kind of vacuum. Each of us is a link in a strong chain of economic circumstances. What hurts one member adversely affects every other member."

Continuing this thought of the importance of group action to handle common problems, two representatives of the Household Goods Carriers Conference of the American Trucking Assns., Inc., related instances of how cooperation by all elements of the household goods moving industry had impressed on Washington war agencies the peculiar problems of this highly specialized field.

#### Wheaton on ODT Action

E. S. Wheaton, vice-president, Hogan Transfer & Storage Corp., Indianapolis, Ind., and chairman of the trucking associations' conference, told how, through an Advisory Committee to ODT, the household goods movers

"had actually written ODT Order No. 43, word for word."

"Had we not been there to watch out and speak for the industry with a united voice," said Mr. Wheaton, "you would be struggling along under Order No. 10, the general order first proposed by ODT to blanket the entire trucking industry and I'm sure you would not like that order so well."

#### Rowan on Conference

James F. Rowan, Washington, D. C., acting executive secretary of the trucking associations' conference in outlining the setup and activities of the group, said that, "through the conference we have been able to solidify thought and action in the direction of solutions of problems and the establishment of a program, the benefits of which will flow to all members of the industry. The very character of the conference prohibits the handling of any controversial subject and, likewise, provides a meeting ground for the entire industry, local, state and national, on common ground."

#### Willson on Tariffs

The most important tool of the household goods carrier is not his warehouse, his trucks or his tires, but his tariff, Fred E. Willson, sales manager, National Van Lines, Inc., Chicago, declared. He discussed the importance of planning now for getting business "when business will be hard to get."

"Practically every traffic manager is interested in tariffs," said Mr. Willson. "He has very little time to study them but he'll soak up everything you tell him. During this war period, possibly, you can maintain contact with your old accounts by advertising, by direct mail, by form letters. But nothing can beat personal contact in keeping a customer mindful of you. Visit to the traffic manager help you to determine what is of interest to him and your display of knowledge of what's in the tariff will give him confidence in you."

#### Discussions and Resolutions

Business sessions of the Chicago convention were devoted to consideration of a program for coping effectively with current conditions and preparing for the post-war days ahead. Discussion periods were closed to the press, but C. H. Luce, executive secretary of the group, revealed that among projects considered was an educational program designed to assist the association's 400 members in improving their operational practices and to instruct them on proper procedure before governmental regulatory bodies. In this direction, Mr. Luce said, the association will cooperate with other groups to obtain for the van lines, trucks, tires and other equipment affected by orders of OPA, ODT and WPB.

A legislative program also was adopted which, among other matters, endorsed action by the association to secure elimination of state highway

#### BALTIMORE, MD.

##### CAMDEN WAREHOUSES

Rm. 201, Camden Sta., Baltimore 1  
Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.  
A.D.T. Private Watchmen, Sprinkler  
Storage—Distribution—Forwarding  
Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

#### BALTIMORE, MD.

Main Office: 6200 Blk. Philadelphia Rd.

U. S. Customs  
Bonded Drywares



##### DAVIDSON TRANSFER & STORAGE CO.

Household Goods and Merchandise—Storage—Delivery  
—Unpacking—Special Flat Bed Trucks for Lift Cases.  
Agents: Allied Van Lines . . . Member N. F. W. A.

#### BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Haine, Vice-Pres.

##### FIDELITY STORAGE CO.

2104-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse

Your Clients Efficiently Served All Collections Promptly Remitted

##### MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—M.F.W.A.—M.G.W.T.A.

Agent for Allied Van Lines, Inc.

#### BALTIMORE, MD.



##### VAN LINES

& FIRE-PROOF  
STORAGE WAREHOUSES

524 to 534 WEST LAFAYETTE AVE., BALTIMORE 17

The Most Complete Moving and Storage Organization in Baltimore.

Long Distance Moving to 34 States—Certificates granted—MC-52452.

Tariff-Independent Movers' and Warehousesmen's Assn.

#### BALTIMORE, MD.

##### SECURITY STORAGE CO.

15 W. NORTH AVE.



EFFICIENT WAREHOUSEMEN  
MOTOR VAN SERVICE

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##### Terminal Warehouse Co.

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Trucking Storage

A.D.T. Watchmen

Pool Car Distribution

Financing

Bonded Space

Founded  
1893



Resources  
\$750,000

#### Which Is It?

Material or materials handling? See page 30  
and send us your views—D and W.

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BOSTON, MASS.

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**Sidings on N. Y., N. H. & H. R. R.**

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Established 1895

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Direct Track Connection B. & M. R. R.

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Warren Bridge Warehouse, Charlestown, Mass.

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General Merchandise Warehouses

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Connecting all railroads via A.D.T. Service

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For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

5

453 COMMERCIAL STREET

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ESTABLISHED 1830

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Largest Pool Car Distribution Specialists for New England  
TRUCKING & STORAGE

BOSTON & MAINE R. R. SIDING

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The only Fireproof warehouses on the North Shore complete with every facility and private sidings for the storage and distribution of merchandise, automobiles and household goods. 100,000 sq. feet of space.

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Local and Long Distance Furniture Moving

Fireproof Storage Warehouses

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Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

D and W, September, 1944—81

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## Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
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B. & M. R. R.

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Member  
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Daily Trucking Service to  
suburbs and towns within  
a radius of fifty miles.

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214 BIRNIE AVENUE, SPRINGFIELD, MASS.

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Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut  
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.  
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Offices: 385 LIBERTY ST., SPRINGFIELD 1  
HOUSEHOLD GOODS STORAGE, Packing,  
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Fleet of Motor Trucks

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## Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

## Warehouse & Terminals Corporation

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Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

## Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit 16, Mich.

barriers to the free passage of household goods vans between states. Another resolution urged elimination of the army's present bid system for the industry's services and the substitution of the carriers' regular tariff rates.

### New Officers

Election results were as follows:

President, J. Norman Geipe, president, J. Norman Geipe Van Lines and Fireproof Storage Warehouses, Baltimore, Md., who was re-elected for his fifth term. First vice president, A. H. Stevens, Stevens Bros. Fireproof Warehouses, Saginaw, Mich. Treasurer, T. C. Shelburn, J. C. Shelburn Transfer &

Storage Co., Richmond, Va. Secretary, G. W. Wiederspan, Ford Van Lines, Inc., Lincoln, Nebr. Vice President, Northeastern region, M. T. Sullivan, Salt City Moving & Storage Co., Syracuse, N. Y. Vice President, central region, E. H. Warren, E. H. Warren Co., Detroit, Mich. Vice President, midwest region, H. Wolchansky, Security Storage & Van Co., Inc., New Orleans, La. Vice President, far west region, V. Golden, Golden Transfer Co., Longmont, Colo.

Two new members were added to the Board of Directors, as follows: F. B. Kenning, Lincoln Storage & Moving Co., Kansas City, Mo.; Frank Cooper, Northern Moving & Storage Co., Inc., Washington, D. C.

Nathan Zelby, 125 Broadway, New York, N. Y., was retained as general counsel and C. H. Luce, Washington, D. C., was named executive secretary.

Marks," which, in addition to the trade-mark statutes, contains the rules of the Patent Office relating to trade-mark procedure.

Both of the above publications are available gratis on request to the Commissioner of Patents, Commerce Building, Washington 25, D. C.

## H. K. Porter Co. Buys Fort Pitt Steel Casting

H. K. Porter Co., Inc., Pittsburgh, Pa., has announced the purchase of Fort Pitt Steel Casting Co., McKeesport, Pa., manufacturer of pressure and alloy steel castings.

Founded in 1906, Fort Pitt is one of the largest single units in the country producing electric steel castings, having a capacity of 1500 tons per month. It has made a specialty of high-test alloy steel products.

Since the war, the company has three times been awarded the Maritime Commission pennant for outstanding production, including the first such award made to an electric foundry in the nation.

T. M. Evans, president of Porter, stated that the present policies and management of Fort Pitt would continue the same as in the past under Fred Grotts, president.

The acquisition of Fort Pitt brings to six the number of complete industrial plants operated by Porter in the manufacture of process equipment, locomotives, freight cars, pumps.

## Patents and Trade-Marks

(Continued from page 23)

mark it is advisable to make a search to be sure that the mark has not already been registered by someone else. For the use of searchers the Patent Office in Washington has a trade-mark digest which is open to the public, consisting of an alphabetical list of registered words, and classification of symbols, birds, animals, etc., as well as a set of trade-marks arranged according to the goods with which they are used.

The fee for registering a trademark is \$15.

82—D and W, September, 1944

For information regarding the trade-mark laws and procedure the prospective applicant for registration of a trade-mark should obtain a copy of the pamphlet entitled "General Information About Protection of Trade-Marks." This little book is particularly valuable because it contains legal forms for the various papers that must be prepared in connection with a trade-mark application. Another booklet, helpful in this connection, is "United States Statutes Concerning the Registration of Trade-

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

Material  
vs.

Materials Handling

(Continued from page 30)

Wright delivers raw materials from stores to propeller production lines on skids. No doubt we could find many others, as for example, United States Cartridge Co. handles raw "materials" and finished products, etc., on p. 3.

"We should be consistent, and I, for one, would like to see a definite term established. After the foregoing, do you think it should be material or materials?"

New Tire Plant  
At Topeka

Announcement has been made by P. W. Litchfield, Chairman of the Board of The Goodyear Tire & Rubber Company, of the award of the first of the construction contracts for a large new tire manufacturing plant at Topeka, Kan.

The new factory, which is a Defense Plant Corp. unit, will produce tires of large dimension for the mechanized equipment of our fighting forces. It is expected to be completed and in operation about Jan. 1, 1945, and will employ approximately 400 persons when full production schedules are attained. A subsidiary company, The Goodyear Tire & Rubber Company of Kansas, Inc., has been established to operate the new plant.

# Shippers' Right to Route Air Cargo

(Continued from page 38)

on interchangeability of equipment to a large degree. It has only been carload traffic that has been routed over other than standard routes as a rule. Airlines are not planning on interchanging equipment for a long time to come. However, the use of glider trains may alter this situation materially, and may make possible an interchange of equipment somewhat similar to that now existing in rail shipments.

(2) Airlines will offer direct service over their own routes to most of the larger terminal points as well as to many smaller points. Any one of several airlines, for example, will be able to carry a shipment from New York to Los Angeles. By rail, however, no single company can offer such a service and the traffic man has wanted to have the right to route by one railroad or another after the originating carrier has taken the shipment as far as it can. The selection of the originating carrier may be all that is necessary for air cargo. It is not likely that airline "combination rates" will come into use.

### Desirability of Simple Rates

(3) Many of the routing powers so jealously guarded by traffic men in their dealings with the railroads have

been based on an effort to overcome railroad deficiencies or the results of competitive railroad building. Airline development has been regulated from the start. It is unlikely, for example, that we will ever have "differential" airline routes. Air transportation is so speedy that even the slowest or most indirect route will still get shipments to their destination about as soon as anyone will want them to arrive. There will be no need to route "to secure speed." It is most unlikely that the Civil Aeronautics Board will permit such things as "differential rates." Many such routes and rates were fastened upon us by the railroads before any regulatory body could do anything about them and because of "vested interests" of shippers and carriers they are still with us.

(4) It is to be devoutly hoped that the rate structure for air cargo will be so simple that the most direct route will always be the cheapest. Costs of operation of an airline will dictate this. The economic principles of joint costs and increasing returns have very different applications in connection with aircraft than they do in the use of railroad cars, or even motor trucks. Rate competition as between carriers will be unlikely. Therefore, routing will come to the single point

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N.Y.C. R. R. SIDING  
LOADING DOCKS



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DRY STORAGE

PRIVATE POLICE PROTECTION • MOTORPOWER HANDLING EQUIPMENT

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MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

8035 Woodward Ave., Detroit, Mich.

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DETROIT, MICH.

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Ultra-Modern  
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Complete Service  
Continent-wide Connections



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MICHIGAN

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"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTION



Private Siding on  
Wabash—Canadian Pacific—Pennsylvania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and  
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DETROIT, MICH.

## Facing the Busiest Thoroughfare in DETROIT

In this modern fireproof building you can have bright, inexpensive, specially designed offices under the same roof with a complete warehouse and distribution service.

150,000 sq. ft. located on Detroit's busiest thoroughfare. Private siding facilities for 10 cars with free switching from all railroads. Large, enclosed loading dock. Our own trucks make prompt reshipment and city deliveries.

## JEFFERSON TERMINAL WAREHOUSE

1900 E. Jefferson Ave. DETROIT 7, MICHIGAN

of selection of the originating carrier on a service basis. There will be no such thing as "routing to reduce costs" as line-haul and terminal delivery costs will be the same by various airlines between given terminals. Good "shipper-carrier" relations will play an important part, however.

### Special Privileges

(5) Certain services akin to some of the "special transit services and privileges" now offered by rail carriers may eventually be developed by the airlines. But since most of these "services" of the railroads involve a time lag which will not be present in air transportation, and which airlines will not be able to offer economically, they will probably not be a routing factor for much air cargo.

(6) Reconsignment and diversion of plane-load lots will certainly be possible in air cargo but this privilege will be reserved to on-line points by individual airlines until they work out some arrangement for interchanging equipment, which seems, as already stated, to be far in the future, unless glider train service is developed very rapidly. Simply selecting an original carrier seems to be all that will be necessary for the immediate future.

### Off-Line Shipments

A complicating factor in air cargo routing will be handling of off-line shipments. This will involve the use of feeder airlines at times but more

often will mean a shift to ground carriers. When a feeder line is available the joint arrangement with the originating trunk line will probably cover the situation as there will seldom be more than one feeder to each off-trunk-line point. But where there is no feeder airline service a shift to railroad or motor carrier will be necessary.

### Right to Specify

It is here that shippers, and particularly receivers, of air cargo will demand control of the routing with the right to specify which of several available ground carriers be used. For example, assuming that an air cargo shipment reaches a trunk-line terminal and then has to be transferred from the plane to a truck or railroad car so as to reach an off-line destination. Here it would appear more logical and economical to use the motor carrier because: (1) trucks offer faster and more flexible services (2) less handling of shipments is involved since they can go directly from an airport to destination. If rail service were used a shipment, at most airports, would have to be transferred from plane to truck to railroad car and, unless the receiver had his own siding, another transfer from railroad car to truck would take place at destination. The shipper or receiver of air cargo, therefore, should have the right to indicate the carrier to handle his shipments between the airline terminal point and destination. This

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DIVISION OF  
UNITED STATES COLD STORAGE CORPORATION  
OPERATING  
United States Cold Storage Corporation Chicago  
United States Cold Storage Company Kansas City  
United States Cold Storage Company Dallas  
United States Warehouse Company Detroit

will be a complete routing power akin to those now possessed for rail, water and highway shipments.

### Shippers' Routing Powers

As time goes on, therefore, it appears that the greatest defect of the present arrangement between the airlines and the Railway Express Agency, as far as shippers are concerned, is that they do not have the right to say whether a shipment from New York to Chicago, for example, shall go by American Airlines, Trans-continental and Western Air, or United Air Lines. This situation can be corrected and undoubtedly will be as soon as the airlines undertake competitive selling of air cargo in the same manner as they have sold passenger transportation in the past.

### The Future

Shippers ought to have as many routing powers over air cargo as fit the circumstances involved in this type of transportation. That such powers probably will not need to extend further than the selection of the originating carrier does not weaken this argument. That the need for routing practices which unfortunately have grown up in rail transportation will not be present in air cargo transportation does not weaken it either. As air cargo really develops, whoever may perform the ground pick-up and delivery, the routing powers, as far as they may develop or become necessary,

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

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**RIVERSIDE**  
STORAGE & CARTAGE CO.

Cass & Congress Sts., Detroit 26  
Household Goods and Merchandise Storage  
Moving—Packing—Shipping  
Personal Service Guaranteed  
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Agent for Allied Van Lines, Inc.

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Trucks for Local Deliveries  
Member of A.W.A.—May W.A.



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The only modern fireproof warehouse in  
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Local and Long Distance Moving  
"WE KNOW HOW!"  
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Pool Car Distribution Freight Forwarding  
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Motor Freight Line Chicago to St. Paul, Minne-  
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Consign Central States Freight Service at Chicago.



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... AT WAREHOUSE COST**

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- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
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MERCHANDISE &amp; HOUSEHOLD GOODS

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HOUSEHOLD GOODS STORAGE MERCHANDISE STORAGE

Complete Branch House Service

STORAGE and

TRANSFER CO.

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sary, should be in the hands of those who buy transportation services: the shipper's traffic man.

Defects in the present routing situation can be corrected and undoubtedly will be as soon as the airlines undertake competitive selling of air

cargo in the same manner as they have sold passenger transportation in the past. Shippers and receivers must have and will demand as many routing powers over air cargo as fit the circumstances involved in this type of transportation.

## Study of Products and Markets

**PLANNING POST-WAR PRODUCTS AND MARKETS.** A report prepared by Policyholders Service Bureau, Metropolitan Life Insurance Co., New York. 61 pp. with appendix.

Two of the major post-war problems with which business must deal are "what to make" and "when and how to sell it" in the post-war period. The effectiveness with which these problems are solved will go a long way in bringing post-war employment to record peacetime levels. What 47 companies, now wholly or partially engaged in war work, are doing to achieve these results is the subject of the new study "Planning Post-war Products and Markets" prepared by the Policyholders Service Bureau, Metropolitan Life Insurance Co.

Although this phase of post-war planning is often thought of as applying only to new products and methods, the present investigation shows that, in the majority of cases, manu-

facturers are devoting major attention to determining which present products have a good immediate potential market, which can be distributed through regular marketing channels, and which can be put into production quickly without large capital expenditures.

Market analyses, the report discloses, are being conducted for purposes of preparing forecasts, determining market potentials, setting quotas, measuring consumer acceptance, analyzing competition, and promoting better distribution by territories or customer classes for the post-war period.

In anticipation of the need for a sales force, at least equal to and generally greater than that used in the past, the rebuilding of the sales organization must be considered. Emphasis is given to careful selection of sales personnel and to programs of training and retraining.

An extensive check list of questions

to be asked at each step in production and marketing research, included as an appendix to the survey, will prove valuable to many executives.

A copy of this report is available to executives who request it on their business stationery. Address: Policyholders Service Bureau, Metropolitan Life Insurance Co., 1 Madison Ave., New York 10, N. Y.

## Sees Bright Future For Dried Fruits

Declaring that the war and its demands on shipping space have combined to give the producers of dried fruits an unexcelled opportunity to increase consumption of those products, F. L. McDougall, Australian representative of the interim committee of the United Nations Food and Agricultural Organizations, stated at Fresno, Calif., recently that the dried fruit production areas of the world figure prominently as a source of post-war food supplies.

Mr. McDougall arrived on the West Coast from Australia on affairs connected with the Australian dried fruit export control board. He declared that dried fruits are at a premium in the present war because of the necessity of providing the greatest possible amount of nutritive food and calories with the least possible use of shipping space. Dried fruit, such as raisins, he stated, provide as many calories for the same shipping space as does wheat. (Herr)

### ST. PAUL, MINN.

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St. Paul 3

**STORAGE**  
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Successors to Tonies Transfer & Storage Co.  
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Distribution and storage of merchandise.  
Fireproof warehouses—Motor van service.  
On railroad siding—Lowest Insurance rates.

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**it's the A-B-C FIREPROOF WAREHOUSE CO.**  
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Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof Constructed Warehouses  
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Pool Car Distribution—  
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sprinklered, heated. Every load fully insured. Com-  
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Bonded. Exclusive agents United Van Lines, Inc.



**Declares Railroads Plan  
Transport Monopoly**

The nation's railroads are planning a complete transportation monopoly, Wendell Berge, assistant United States Attorney General in charge of the anti-trust division, told the Kansas City Advertising and Sales Executives Club, Kansas City, Mo., last month.

"This plan which is advanced in the name of free enterprise," Mr. Berge said, "contemplates development of regional integrated transportation systems which would control and operate all rail, motor, water and air transport facilities throughout large geographic areas. To achieve this plan they advocate repeal of 'the charter of American freedom,' the Sherman Anti-Trust Act as it applies to transportation."

Development of the South and Western United States has been restricted, Mr. Berge asserted, largely because of discriminatory and excessive freight rate structures imposed by the railroads.

Mr. Berge said any prosecution under the Sherman Act probably would await the end of the war. He added that public announcements of the railroads indicated plainly their intention to dominate transportation, charging that they had proclaimed that they were not concerned whether railroad returns came from rails, water, bus lines or air transport.

**Standardization for Better Distribution**

(Continued from page 31)

rically opposite to those required for international distribution. These errors of judgment, corrected only at considerable cost, might have been avoided if the counsel of exporters had been sought when the product was designed. Internationalization of a domestic product from the very start can pay dividends through avoidance later of modifications to meet the requirements for markets abroad.

It can happen that a product is suitable for the domestic market and also for distribution abroad. Existing conditions in foreign countries may at first appear adverse to a new product. If, however, its introduction abroad will result in a lower price as against the cost for a similar product more current at the time, definite attempts should be made to familiarize the foreign public with these economic benefits. Such an appeal is always effective. It is not always advisable to change too quickly some standard product just because an inquiry for the changed article came from abroad. Explanation of the cost of such change coupled with reference to the economies that can be passed on to buyers abroad by acceptance of the standard, rather than the changed article, will be found effective in many instances.

The United States has an advan-

tage in international trade in the matter of standard products produced with mass production methods; it is at a disadvantage with many products that involve changes by hand labor, so expensive here. Concentration on standard products through explanation of their merits to buyers abroad can greatly further United States interests.

The ideal foreign trade policy for American companies should comprise efforts to adapt their products from the very beginning to international markets rather than just the domestic one.

Appreciation of the product by foreign buyers should be made as easily as possible through avoidance of unfamiliar specifications and measurements.

**Domestic and Export Practices**

Transition from domestic to international practices of handling, packing, shipping, warehousing and servicing should be natural. It can be done by starting with the domestic unit and method and extending them as much as possible internationally by complementing them with additional safeguards without excessive changes in the original domestic practice. It is

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

largely a matter of the envelope being strengthened, while the contents remain about the same as in domestic trade. It is this working out from the domestic to the international that can make for economic and successful world trade.

Finally, international commerce will need to be viewed as domestic trade extended beyond our own borders. This means adherence to domestic standards as much as possible in or-

der that the prices to the consumers may become increasingly attractive for a bigger circle of the world's people.

To have internationalized "domestic trade," with extension of benefits of standardization all along the line of production and distribution, under stimulus of private enterprise, American business men need only put their domestic experience to use and apply it intelligently to the world.

Engineer and scientist, originated the decimal system of measurement. The writer had always considered it of French or German origin himself, but that is not so. Nor is it well known that our present "English system" is of German origin. We therefore have this interesting situation: the English speaking peoples are clinging to a German invention, which the Germans themselves have dropped, and the balance of the world is using the metric system, an English invention.

To remember the relation between all of the units of the two systems, here is the simplest method:

| English           | Metric                       |
|-------------------|------------------------------|
| Length—one yard   | plus 10% equals one meter    |
| Weight—two pounds | plus 10% equals one kilogram |
| Volume—one quart  | plus 5% equals one liter     |

\*Scottish Inventor and physicist credited with the invention of the steam engine, and for whom the unit of power or activity known as the watt was named.—Ed.

## The Metric System

**It was originated by James Watt, inventor of the steam engine. The so-called "English system" of weights and measures is of German origin. Simple method of transposing from one system to the other explained.**

By W. F. Schaphorst, M. E.

• • •

THERE is no question in this writer's mind but that the United States will some day adopt the metric system. The handwriting is on the wall. Every country of any importance in the world has already accepted it—all but Great Britain and the United States.

The "transition period" from our present standard to metric no doubt will cause much expense and inconvenience but the sooner we jump in and have it over with the better, many scientists believe.

It is not commonly known that the famous James Watt,\* an English en-

### Average Daily Unloadings

The average daily unloadings of export and coastal freight at all United States ports in the first six months of 1944 was 5,044 cars, compared with 3,566 in the same period last year. This marks the first time that this average has exceeded 5,000 cars per day in the first six months of any year since the compilation of these records began, the Assn. of American Railroads recently announced.

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STORED OR SHIPPED

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1889 55 Years of Continuous Service 1944

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We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

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Newark, Elizabeth  
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**LEHIGH WAREHOUSES**



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Located here are the general offices, sales and accounting departments. Served by Lehigh Railroad. Insurance rate .06 per C.



Lehigh at Elizabeth, N. J.

Internal Revenue bonded. Complete liquor facilities, ageing, weighing for tare, bottling and labeling. Pennsylvania Railroad Siding.



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Centrally located to serve quickly all sections of New York City. Dockage on East River. Free light-erage limits in New York Harbor. Served by B.E.D.T. Railroad, also all trunk line railroads.

Whatever your sales plans—present or post-war, to distribute in this market, one of these strategically located warehouses will do the job for you—more economically—more efficiently.

*Write today—put this organization to work for you.*

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**SERVICE FEATURES**—Free lighterage, pool car distribution. Rental of office space. Storage-in-transit. All perishable products accepted for cold storage. Free switching on certain perishable products. Bonded space available. American Export Line steamers dock at piers adjacent to warehouse. Consign rail shipments to storer c/o Harborside Warehouse Co., Jersey City. Pennsylvania R.R., Henderson Street Station D'IY.

**ASSNS.**—A.W.A. (Cold Stgs. Div.); W. A. Port of N. Y.; Mar. Assoc.; N. Y. Mer. Exch.; Com. & Ind. Assoc. N. Y.; Jersey City C. of C.

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MOVING!

STORAGE!

dependable since 1860

• KNICKERBOCKER •  
STORAGE WAREHOUSE COMPANY96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET  
Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.Proposed Package Freighter  
For the Great Lakes

(Continued from page 49)

One of the holds, forward in the ship, will be arranged to accommodate such cargo as automobiles, lumber, etc., and will also be served by a loading crane aboard ship. Another hold will be refrigerated to handle perishable goods.

## Lower Handling Costs

Mr. Smith said the new design will cut the freight handling costs on the docks by reducing the manpower needed to load and unload the ship. Instead of 300 stevedores wheeling package freight into a ship for two or three days, only a small number will be needed to operate the cranes and guide the containers into their slots, and a small number of men needed to shift incoming and outgoing package goods from trucks or freight cars to the ships' containers.

The new package freighter can be loaded and unloaded in 24 hours of straight eight-hour days, Mr. Smith estimated, and its cargo would total 6,000 tons.

## Standard Containers

The containers will be of the same type now used by at least one large railroad, Mr. Smith said, and can be transferred directly to and from

freight cars designed to handle containers. Containers, he said, may be rented to shippers who will unload them at their plants and truck them to the dock, saving further handling.

## Dock Changes

Some changes will be necessary at boat terminals to provide equipment for handling containers. One plan, Mr. Smith suggested, will be to have automatic handlers at docks that will slip under the legs of the containers, raise them, and move them about the docks as required. Some materials handling equipment now in use may be possible to adapt for this purpose, some operators believe.

The package freight vessel is designed either for lake or coastwise use. If the St. Lawrence waterway is built, a vessel could ply between Great Lakes and Atlantic Coast ports. However, their initial use would be chiefly for package freight on the Great Lakes.

## Export Freight

Cars of export freight, other than coal and grain, unloaded at Atlantic, Gulf and Pacific ports in the first half of 1944 totaled 893,855 compared with 612,974 in the same period last year,

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Member of N.J.M.W.A.

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**General Offices:** 110 Edison Place, Newark 5  
In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding; 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

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Operating the Only Fireproof Storage Warehouse  
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Complete and efficient service in distribution, delivery or storage of general merchandise or furniture.

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Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

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HOUSEHOLD GOODS — STORAGE AND SHIPPING  
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
POOL CAR DISTRIBUTION OF MERCHANDISE  
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
Collections promptly remitted

an increase of 46 per cent, the manager of port traffic of the Assn. of American Railroads has announced.

Check Attempt to Take  
Oakland Waterfront

The Port of Oakland has commenced its struggle to retain ownership of its waterfront. Federal Judge A. F. St. Sure has acted to frustrate the federal government's attempt to obtain immediate title to the western waterfront of the Port of Oakland through condemnation. Claim is that Port of Oakland has spent on this waterfront area about \$25,000,000 for wartime development.

According to a declaration of Judge St. Sure, "It is a matter of common knowledge that the city of Oakland has turned over this land to the Government and expects it back when the war is over." The Judge's restraining action is in reply to the request for trial of condemnation proceedings made by Thos. W. Martin, special attorney for the Lands Division of the Department of Justice (Gidlow).

## Discontinues Wharfage

City Wharf and Warehouse Co., Eureka, Cal., has been granted permission by the California Railroad Commission to discontinue public utility wharfage operations at Eureka, since there is no demand now for such services as coastwise vessels calling at the Port of Eureka, because of the war. (Herr.)

## Port of Boston Appraises Future

The 15th annual report of the Boston Port Authority does not gloss over the waning potency of the gateway apart from the current wartime activity.

In commenting on the commercial life of the Port of Boston, the report states: "One factor which has stood in the way of the port's development is the lack of sufficient quantity of export cargo through Boston. This has been caused by lack of services, by lack of local ownership of steamship lines, by lack of interest on the part of the New England exporter, and by lack of adequate and consistent salesmanship of the port throughout that territory in the United States and Canada to and from which our railroads are equal to or lower than those via New York." (Wellington)

### New Freight Service

A new freight service from Chicago to Portland and other western points was inaugurated recently by Republic Carloadings & Distributing Co., Inc., according to announcement of Charles A. Stevenot, general agent for Republic at Portland. Republic now covers freight forwarding operations from all points within 23 states, to all points within 36 states. (Haskell.)

## Ocean Freight Deferred Rebate Payments Opposed in Brief by Great Lakes Group

The Great Lakes Harbors Assn., looking toward post-war plans for an American flag shipping service between Great Lakes ports and European and West Indian trade centers, has filed an extensive memorandum with the U. S. Maritime Commission, expressing its opposition to the removal of legal barriers against payment of deferred rebates on ocean freight shipments.

The principal basis of opposition of the Great Lakes ports, said Harry C. Brockel, Milwaukee, secretary of the association, would be against utilization of deferred rebate payments by the ocean steamship conferences as an instrument to prevent the maintenance of independent steamship services between Great Lakes ports and ports in Europe and the West Indies.

It was pointed out by the association that the steamship conferences, through the exclusive patronage clauses in their contract agreements with freight shippers, had sought to forbid central western exporters from making shipments on independent shipping lines that operated before the outbreak of the war, between Great Lakes ports, the United Kingdom, and the continent of Europe.

The association memorandum referred to the Docket No. 513 investigation by the Maritime Commission

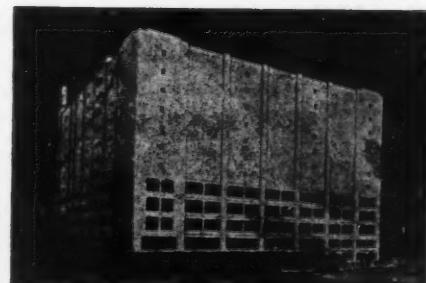
into this subject, which resulted in the commission ordering the ocean steamship conference to discontinue their exclusive patronage restriction against movements through the Great Lakes ports.

The brief of the Great Lakes Harbors Assn. further declared that while outbreak of the war prevented additional development of independent steamship services between Great Lakes ports and foreign countries that would have ensued following the Docket No. 513 decision, the postwar shipping outlook favors expansion of steamship operations between the Great Lakes, England, continental Europe, the Mediterranean, West Indies, Central and South America. (See *D and W*, June, p. 15.)

According to Mr. Brockel, the commission should give full consideration to whether legalizing a system of deferred rebates could not be employed by the ocean steamship conferences as a device to prevent central western freight shippers from using independent steamship lines between the Great Lakes and foreign ports.

"We strongly believe," the memorandum stated, "that the Maritime Commission would not desire to sanction any system of deferred rebates which would permit of manipulation, coercive control of traffic, and a repe-

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ERIE — NYC — BUFFALO CREEK R. R.  
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PRIVATE SIDING

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Mayflower  
W.A.

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Local, Long Distance — Special Storage and  
Handling of Electrical Appliances for Merchandising Purposes

tition of the evils of conference control so clearly demonstrated in Docket No. 513.

"On the other hand, we would not object to the legalization of the deferred rebate system if it is clearly demonstrated that the establishment of such a system will enhance sound merchant marine operations and function in the national interest, rather than in the selfish interest of the carriers who may avail themselves of it.

"We do not oppose the deferred rebate system as such, if adequate safeguards are provided to prevent abuses and to assure all areas of the nation of adequate and efficient transportation service, consistent with their needs and desires," the memorandum declared. (Kline)

### 103,545 Tons of Sulphur Shipped Through Chicago

The port of Chicago has been the gateway for the movement of 103,545 gross tons of sulphur, routed from the gulf by barge up the Mississippi and Illinois for movement to Canadian and eastern destinations. The shipments were made from the opening of the 1944 navigation season up to the end of June and represent approximately 40 per cent of the sulphur tonnage scheduled to go through Chicago for lake shipment before the end of the season on Nov. 30. Most of the sulphur went to Buffalo and Oswego for Atlantic seaboard industries.

92—D and W, September, 1944

### BUFFALO, N. Y.

### Salesminded

### THE MARKET TERMINAL WAREHOUSE

Schoellkopf & Co., Inc.

102 Perry St., Buffalo 4

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Rail-Lake and Barge  
Terminal  
98 Car Track  
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1500 Feet Private  
Dock



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### BUFFALO, N. Y.

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## Many Changes in Great Lakes Shipping Forecast By Milwaukee's Port Director

In a brief prepared by Milwaukee's Port Director, Harry C. Brockel, and submitted to a congressional committee which is making a study of Milwaukee's post-war shipping needs, it is suggested that some of the 80 or more cargo carriers of 4,000 tons each which are now being built in shipyards on the Great Lakes, be returned for use on these lakes after they have served their war purposes. Of the 80 cargo vessels contracted for in such yards, 60 are being built or have been constructed in Wisconsin shipyards.

In discussing post-war prospects, the brief states that, "landing craft, which have been produced in large numbers for war purposes, appear to be ideal for future shipping operations. Designed for use on the ocean, they can be employed readily on the Great Lakes. They could service small towns and cities on the Great Lakes which do not have elaborate harbor facilities. Because of the ramps on the LC's, trucks could be driven from

a small dock onto the deck of the landing craft, discharge or pick up its cargo and return to land without trouble."

The advantage in the use of the LCs, the brief says, would be that they can take full advantage of shallow water and drop their cargoes on the simplest kind of docks. Another use for LCs would be as truck ferries on the Great Lakes. It would be economical to operate them, it is stated, as only small crews would be required, and they could be operated either by Diesel power or gasoline motive power.

It is expected by shipping authorities in Wisconsin that revolutionary developments may be expected in Great Lakes shipping after the war is over. Among them will be new types of package freighters now being developed at the Leathem D. Smith shipbuilding plant at Sturgeon Bay, Wis. (Hubel)

### 5 1/2 % More Ton Miles

Class I railroads in the first six months of 1944 performed approximately five and one-half per cent more revenue ton-miles of service

than in the same period of 1943, 27% per cent more than in the same period of 1942, and 154 per cent more than in the first six months of 1939.

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

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MERCHANDISE STORAGE—CARLOADS IN  
AND OUT—STORAGE IN TRANSITAll communications Cleveland, Ohio, Office, 619 Guardian Bldg. (14)  
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Pool Cars—Truck and Van Service

MEMBER

AWA—NEWA—ALLIED VAN LINES

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of freezer space, 50,000 cu. ft. of cooler space. Sidings and

Truck Docks. Consign shipments via Erie RR., 25-ton

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For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

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including New Jersey

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Centrally located to reach either uptown or downtown New York City—quickly. Convenient to all steamship lines. Storage in transit. U. S. Customs bonded space. Lackawanna R. R. Siding. Low cost for rental space. Low insurance rate.

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Lehigh at Brooklyn, N. Y.

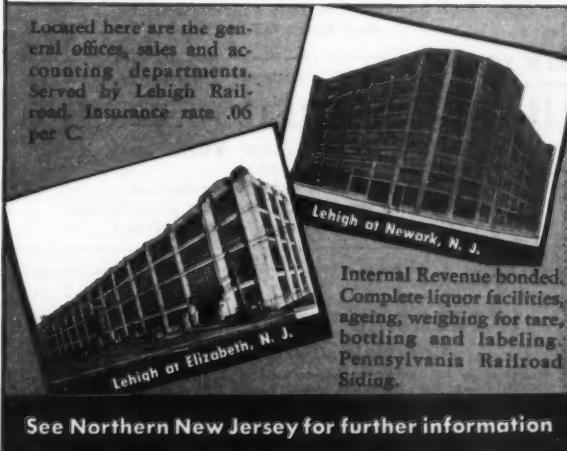
These warehouses are a part of the Lehigh and Lackawanna distribution organization that is serving many of the nation's manufacturers both large and small with their distribution problems in this market of 26,000,000 people.

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Internal Revenue bonded. Complete liquor facilities, ageing, weighing for tare, bottling and labeling. Pennsylvania Railroad Siding.

See Northern New Jersey for further information

# Increased Apple Crop Anticipated

## —Expected Yield of 120,000,000 bu.

There will be a considerable increase in the commercial apple crop this year over last, according to late advices received by "The Packer" from practically all important commercial growing districts throughout the country, and unless something unusual occurs to reduce prospects between now and harvest, the crop will be well up to the average of the last ten years.

That means between 120,000,000 and 125,000,000 bu. Some states show an excellent crop, above the average, while others are showing fair to good prospects.

Quality generally is satisfactory. The growing season, all in all, has

been favorable so far. As a rule, the good commercial orchards have had proper care, all of which goes toward producing good fruit. In some instances, however, lack of help and the further fact that poor quality fruit brought ceiling prices last year, has perhaps caused less care than ordinarily, but those growers who make apple production a major part of their growing operations have worked just as hard this year as in the past to bring about a crop of high quality fruit.

Returns from the 1943 crop were uniformly favorable, and growers have been financially able to carry on their operations without any trouble, it is said.

### U. S. to Use Mine For Cold Storage

Having completed arrangements to lease a 75-year-old limestone mine near Atchison, Kan., the War Food Administration has moved closer to realization of plans to convert the mine's estimated 12,000,000 cu. ft. of space into a storage vault for Government-owned lard, eggs and other perishables.

The project, which has taken on important proportions, includes installation of refrigerator machinery to give the mine a temperature of between 30 deg. and 32 deg. F. Its normal temperature is about 50 deg. This will make it the largest single cooler storage house in the United States, its total cubic footage alone being equivalent to about 9 per cent of all public cooler space in this country.

Naturally insulated with 100 ft. of

earth and stone, the huge, dry can has railroad sidings and other attributes of a well-kept warehouse. It has capacity sufficient to accommodate 3,000 to 3,500 carloads of food, or the equivalent of 60,000 to 75,000 tons, depending on density. (Kruckman)

### Refrigeration Research Program Started

(Continued from page 50)

ripening, storage, and other methods of handling vitamins B<sub>1</sub> and B<sub>2</sub> of Midwest varieties of apples," H. H. Plagge, Iowa State College, Ames, Iowa, \$1,500.

The Foundation was organized and incorporated in Illinois last October by members of the refrigerated warehousing industry (see *D&W* Jan. p. 97) and held its first annual meeting in Chicago in February. The sum of \$250,000 for an initial five-year program was subscribed for the work of the Foundation but plans are being made for the gradual enlargement of this sum. R. M. Hagen, Los Angeles, president of the Foundation, announced recently the appointment of a Finance Committee for this purpose consisting of Garth A. Shoemaker, Hygeia Refrigerating Co., Elmira, N. Y., chairman; A. T. Hampson, Merchants Cold Storage & Warehouse Co., Providence, R. I.; and R. C. Muckerman, City Ice & Cold Storage Co., St. Louis, Mo.

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We specialize in storage and transfer of Household Goods. Pool cars distributed. Our warehouses, brick and steel construction, offer highest degree of safety. Trucks, trailer, tractor and lift van. Consign via all R.R.'s sta. New York. For Mt. Vernon, consign via N.Y.C.-N.Y.N.H&H sta. Mount Vernon.

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Consign Shipments via any railroad

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2 Warehouses, brick and concrete construction  
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From an Ultra-Modern Free and Bonded  
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IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
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Member: A.W.A.—W.A.P.N.Y.—N.Y.S.W.A.—N.Y.W.W.T.

**Conveyor**

(Pneumatic)

(Continued from page 24)

Most loose materials that are not very dense, even up to and including coal, can be handled by the air current or pneumatic system, and practice has shown that so long as certain minimum current velocities are provided, the material travels mostly along the center of the pipe, and produces little wear on its walls, except at the turns. Here special hard wearing plates are fitted inside, on the outside of the bend; target plates are also fitted into the separator chamber to receive the impact of the discharged material and prevent it from cutting through the walls of the tank.

There are three systems of applying pneumatic current conveying: the vacuum or suction system, the pressure or blast system, and a combination of the two, each of which has advantages under certain conditions. The pressure system on bulk material is accomplished by drawing the material into the conveying pipe, by the injector action of a high pressure jet of air discharged into the end of the pipe, then carrying it along with the current until it reaches the outlet. The mixture of air and materials sent through the pipe passes through a separator tank where the solid matter is allowed to settle to the bottom from which it can be drawn through a gate. The air is discharged from another

opening and can pass through air filters if desired.

The vacuum system for the handling of bulk materials is accomplished by drawing the materials into the end of the pipe with a current of air produced by the suction of a vacuum pump at the far end of the system. The mixture of air and material enters the suction nozzle and passes through the principle suction and rigid connecting and discharge pipes where it enters a large separating chamber in which the velocity is so small that the solid matter settles to the bottom from which it is removed. The air is drawn off in such manner that it carries as little dust as possible, frequently going through air filters on its way to the suction pump which discharges it into the atmosphere. In removing the deposited material without destroying the vacuum several forms of air locks are used.

The pneumatic tube system for conveying in special containers by placing them in a tube and driving the container through the tube from end to end by producing a difference of pressure on the two sides of the container, has a wide variety of arrangements, but can be broadly classed under the terms "vacuum system" and "pressure system," with some installations using a combination of the two. The vacuum system requires two tubes for each pair of stations connecting, or for a central and a distant point. The one used for receiving at the central station is con-

nected to a suction drum in which a vacuum pump maintains a low pressure. The two tubes are connected together at their distant end, the second tube being the receiving tube for the receiving station. The two tubes are thus in series, but independent; carriers can be sent in both directions simultaneously. The pressure system uses a single tube which normally stands open, having a combined receiving and sending terminal at each end, with means of admitting compressed air behind a carrier as it is inserted. The rush of air ahead of it prevents the insertion of a carrier at the other end. The combination system has vacuum incoming tubes with a central station, each serving several sub-stations and pressure outgoing lines independent to each sub-station.

**Application**—The pneumatic tube system is generally used with small tubes round or elliptical in shape, made of metal or hard fibre, with enlarged hard fibre leather or felt ends. It is used for carrying cash, correspondence, etc., in office buildings and department stores, and a larger system is used for transporting mail between sub-stations under the streets of large cities like New York.

The system used for handling bulk materials would depend upon the material and the handling operation. The pressure system is especially adaptable where it is desired to distribute material from a central location near which the machinery can be placed, to several separate discharge points. On this kind of an operation,

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it will convey a longer distance than the vacuum system, but is somewhat dusty in operation, depending upon the material being handled. Pneumatic conveyors are particularly adapted for handling grain, malt, seeds, cotton, or other fine bulk materials which are not sticky or fragile. Fertilizer materials, fuller's earth, soda ash, cement, food products, coal, ashes, starch, wood chips, may be mentioned as some of the materials handled successfully by this system. Probably the most common use of pneumatic conveyors is the handling of grain and other similar products in the unloading of cars, ships, barges, etc., and rehandling into storage.

### Conveyor (Pivoted Bucket)

(Continued from page 26)

**Application**—This particular type of conveyor is most generally used in power plants for the handling of coal and ashes, although it has been used for other materials, especially in chemical plants for handling abrasive or corrosive materials, as the conveyor lends itself to easy washing while in travel. Of course, it can handle any material which will fit into the buckets.



### Dedicates Book To Employees

A 144-page book, dedicated to employees of the company, has been produced by The Hyster Co., Portland, Ore., and Peoria, Ill., manufacturer of materials handling equipment, entitled "One American Business" with a history of the firm written by Ernest W. Peterson, member of the editorial staff of the Oregon *Journal*. All activities and products of the company are described and shown in photographs.

The book is intended to tell the who and where and how of Hyster personnel and products, reviewed from a news standpoint, and is handsomely bound and illustrated.

### New Foundry

Everett (Wash.) Brass Foundry has been incorporated with a capital of \$50,000. (Haskell.)

### From Buggies To Army Trailers

A 24-page booklet describing the development of a company, "which has been working continuously with some branch of highway transportation since 1860," has been issued by The Gerstenslager Co., Wooster, O., manufacturer of trailers and custom built truck and van bodies. The history of the company is told textually and by means of drawings, charts and photographs, and its activities in war production in making army vehicles for the Army are described. Concerning the future the booklet states:

"In meeting the responsibilities of war production we have broadened our experience to meet the responsibilities of years to come. All the evidence today points toward an era in which highway transportation will have bigger jobs to do than ever before. Highways will be extended and improved. New industries will require the shipment of more raw materials and the distribution of finished goods. The flexibility, speed, and economy of highway transportation will be essential in the development of these industries."

### Incorporates

The Container Maintenance Co., capital stock \$75,000, has been incorporated at Los Angeles, Cal. Directors are Howard Burrell, L. Hightower and Clayton Straub, all of Los Angeles. (Herr.)

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ALSO TEA BOND  
In the heart of the Canned and Bag Goods District  
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3,000,000 Cubic Feet — Pool Car Distribution

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130,000 Sq. Ft. Fireproof Storage

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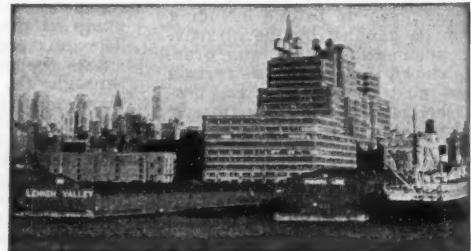
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- Fast passenger elevators; restaurant; barber shop

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Household Goods Moved—Stored—Shipped  
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Storage and Moving Long Distance Trucking

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DAILY, STORE-DOOR, MOTOR FREIGHT SERVICE TO ALL NEW YORK STATE POINTS

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Points in New York State

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WAREHOUSEMEN'S ASSN.

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

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Established 1916

#### UTICA WAREHOUSE CO., INC.

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#### MERCHANDISE STORAGE

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Household Goods Moving, Storage, Packing, Shipping  
Prompt service for any point in Westchester County

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Merchandise and Household Goods

2 Fireproof Warehouses

Pool Car Distribution

Consign shipments via Sou. Ry.

Asheville's Bonded Warehouses

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CHARLOTTE 1, N. C.

OFFICE AND WAREHOUSE, 926 TUCKASEEGEE ROAD  
MERCHANDISE STORAGE ONLY, POOL CARS DISTRIBUTED,  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE, PRIVATE  
RAILROAD SIDING, SPRINKLERED.

ESTABLISHED 1908

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Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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D and W, September, 1944—97

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Offices 806-10 Northern Pacific Ave. AWA-NFWA-MNWAA-ACW

## Why Motor Carriers Should Improve Their Claim Procedure

(Continued from page 46)

ing the bag," despite the fact that the only reason for the delay was because of a disagreement between two trucking concerns. When the claimant threatened to file suit in court B paid the claim.

*Alice in Wonderland*

Alice in Wonderland most certainly had odd experiences, but hardly any were more grotesque than those of a claimant when he runs afoul of situations created by bickerings between two motor truck carriers as to payment of loss or damage claims.

The list of "horrible examples" could be continued indefinitely, but those included herein are sufficient to indicate that the motor truck carriers ought to develop a sensible procedure to dispose of loss and damage claims efficiently.

The motor truck carriers are doing a fine operating job. On the whole they are providing an outstanding service in the transporting of mate-

rials and products, especially in the face of lack of equipment, parts, etc. Because of this efficiency in the operating end it is mystifying to shippers/consignees as to the reason these same carriers handle claim work in such a slip-shod manner.

*"Boils Down to This"*

What is the cause for the existing "school boy" scheme of claim handling on the part of the motor truck carriers? There seems to be only one major reason which boils down to this: The motor truck carriers, as a group, have not yet learned that prompt payment of loss and damage claims is a big factor in building good-will.

Shippers/consignees stand ready to cooperate with the motor truck carriers in devising a plan of action which will iron out the claim kinks now prevalent. However, the motor truck carriers must do their own house cleaning; they must "grow up" and learn to wear long trousers.

Acetylene Generator

Berger Engineering Co. is building an acetylene generator building at its plant, 3226 16th Ave. S. W., Seattle, Wash. (Haskell)

Leases Warehouse

The Midwest Pipe and Supply Co., St. Louis, Mo., has leased additional space for warehouse purposes at 1519-21 S. Eighth St.

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Local & Long Distance Hauling of  
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Free switching on all road. Separate fire-  
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## Pacific-Intermountain Extends to Kansas City

The Interstate Commerce Commission has given authority to the Pacific-Intermountain Express to extend its facilities and operations East to Kansas City and to St. Louis, Mo., as well as a direct service to Wichita, Kansas. The new operations are made possible by lease of the M. K. & C. truck lines, Kansas City, Mo.

Pacific-Intermountain, one of the largest operators of long distance trucking in the West, about four years ago grew out of a merger of the Pacific Intermountain Express Co. of California, the Pacific Intermountain Express Co. of Colorado and the Conyes Freight Lines.

This tie-up permitted the company to institute and maintain a daily scheduled service between the San Francisco Bay area and Salt Lake City and Ogden, Utah, and Denver, Colorado. The present extension of the system takes the operations as far East as the Mississippi.

Earl Brooks, division sales and traffic manager, says the policy of his company to provide maximum insurance (\$1,000,000 on each truck load) and efficient handling will be in effect for the entire system now to be operated. (Gidlow).

## Kirke Couch Buys Herrin Motor Lines

The entire capital stock of the Herrin Motor Lines, Inc., with general offices in Shreveport, La., has been purchased by Kirke Couch from its former owners, J. B. Herrin, Jr., of New Orleans, and J. R. Herrin and G. Stott of Shreveport, La. Mr. Couch is the son of the late Harvey Couch of Pine Bluff, Ark., and a nephew of C. Peter Couch, former Chairman of the Board of the K.C.S.-L&A. Railway Co.

The Herrin Motor Lines, Inc., holds certificates from the Interstate Commerce Commission and the various State Commissions covered by its operations in the States of Alabama, Arkansas, Louisiana and Mississippi. Mr. Couch stated that the general offices of the company would remain in Shreveport, and that he would continue operating the business as a corporation under its present name.

There has been no change in the personnel of the corporation except for Mr. Couch having assumed the duties of president and general manager.

J. B. Herrin, Jr., and J. R. Herrin, owners and operators of the Herrin Transfer & Warehouses Co., Inc., of Shreveport, La., which company was not included in the sale of the motor freight operations, intend to continue the operations of the transfer and warehouse company in its present lo-

## Truck Owners Warned On Tire Inspections

Although the Office of Price Administration has lifted its requirement for inspections of passenger car tires, operators of all types of commercial motor vehicles still must have their tires examined periodically.

The Office of Defense Transportation has issued a reminder, noting that operators of trucks must have tires checked after each 5,000 miles of operation or every six months if less than 5,000 miles are traveled in the period.

cation. They plan a general expansion of general storage and long-distance moving. The latter operation at the present time extends throughout seven states.

## ODT Commends Massachusetts

The State of Massachusetts was commended today by Director J. Monroe Johnson of the Office of Defense Transportation for taking action to speed up deliveries of essential war materials over its highways. Restrictions on use of trucks leased temporarily by operating companies to handle increased traffic during the emergency were suspended at the request of ODT, Colonel Johnson said.

Governor Leverett Saltonstall made

necessary changes in state laws by issuing an executive order (No. 72) on the recommendation of Chairman Carroll L. Meins of the Department of Public Utilities. (Wellington)

## Urges Tire Limit On New Equipment

Asked to consider methods for providing equitable distribution of large size truck and trailer tires, now in short supply, the Trailer and Truck Tank Manufacturers' Industry Advisory Committee has recommended that the War Production Board limit by directive the number of tires which any manufacturer may deliver as original equipment with a new trailer, WPB reported today.

The committee also recommended that WPB reallocate trailers where a trailer manufacturer fails to make a request for his controlled materials allotment and fails to place his purchase orders for materials and components within 90 days from the receipt of his allocation. Under the proposal, the trailers then would be reallocated to other manufacturers ready to go ahead with their construction.

Approving present tank trailer rationing procedure, the committee recommended that rationing continue on the present make and gallonage basis.

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### Readers' Comment On Better Distribution

(Continued from page 32)

to higher labor rates, raw material prices and increased taxation, it is particularly necessary that all the elements which go into the cost to the final consumer be carefully scrutinized with a view to shrinking them wherever possible. Uniformity of practice in shipping procedure would, no doubt, make possible worthwhile economies. If you can bring about such a result, you will be accomplishing a major good.—W. A. Phillips, Pennsylvania Sugar Co., Philadelphia, Pa.

We heartily subscribe to the principles set forth in your August editorial with all its phases of operation, under a uniform system of control but there is no better time than now to begin such an undertaking. Every operator of a truck or fleet of trucks has learned to conform with the requirements set forth by ODT during the war period and frankly had there not been some form of control, a lot of trucks would not be operating now and the entire trucking distribution program would have been seriously affected. Control of some form is inevitable and control from within an industry should certainly be more acceptable and practical than governmental control.

It may be of some value to con-

sider some of the principles set forth by the present ODT. Although certainly not faultless, they have made surveys and resurveys of the distribution problems of the country, and before the office is dismantled and discarded, there would be available vast stores of information which would be of great value to the distribution industry. Even some of the men now in high positions within the ODT, who were practical men engaged in the industry before the war might

be used to advantage in the new set-up.

With constant changes being made such as improved highways, better equipment, and new types of equipment and this coupled with the fact that the American Industry is dependent upon an efficient distribution of raw materials as well as the finished product, there certainly is a great demand for efficient and modern control of the distribution industry. This should work out for the improvement of conditions of all industries and will naturally have a direct relation to every citizen of the country.

We certainly hope that you will be successful in your efforts to improve the distribution industry and feel sure that you will receive the support of all people interested in the industry.—A. F. Snyder, treasurer, Harrington & Co., Dushore, Pa.

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Those of us who are constantly thinking and planning in terms of distribution quite naturally subscribe to the views expressed in your editorial of August. The broad concept of distribution has been a subject of private discussion among the traffic profession for several years. Public discussion has been retarded by (1) the common carriers' reluctance to acknowledge the economies of such plans and to reflect a portion of that saving in their rate structure, and (2) the inertia and passive resistance exerted by other divisions of industry

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whose comparative importance might be somewhat deflated by the implications of the value of the function of distribution.

I believe that every means of bringing this situation to the consideration of the interested parties is desirable and should be encouraged. On the other hand, this plan advocated by an organization composed primarily of traffic, transportation and storage men will inevitably be viewed as an effort toward self-aggrandizement, and the full approval and support of top management will be jeopardized.

In order to secure the desired results, I believe your excellent proposals should be first approved and recommended by organizations not primarily associated with distribution problems. The sponsorship of the U. S. Chamber of Commerce, National Mfrs. Assn., and similar groups, would be regarded as more impartial and accorded greater respect by the managers who must approve the concept before it becomes operative.—R. E. Corey, traffic manager, Sylvania Industrial Corp., Fredicksburg, Va.

Your editorial page 9 of the August issue deals very intelligently so far as it goes, with the necessity of revamping in some respects our present system, or lack of system of distribution. It is hoped that you will follow it up with constructive suggestions of how, or in what respect it can be improved. This is a vitally important matter, and worthy of dili-

gent thought and research, such as I hope you may be able to give it.—J. T. Abell, Henry I. Stetler, Inc., New York, N. Y.

There is no doubt in my mind that the subject, or to use your term, "Basic Needs for Better Distribution," is most important. Frankly, I think that the question of distribution is not too well understood and gravely overlooked by producers, manufacturers and consumers. Therefore, I believe your article is basically sound. Notwithstanding, it could be elaborated much more extensively. This is a matter that should be very forcibly brought to the attention of the producers and manufacturers of our nation.—J. L. Cooke, Vice President, Lackawanna Warehouse Co., Inc., Jersey City, N. J.

After reading your editorial "Basic Needs for Better Distribution" I am in accord with your thoughts. However, I might suggest that a campaign on standardization of containers, warehouse equipment, loading and unloading facilities, etc., be inaugurated concerning all labor-saving machines and known devices to aid in the simplification of handling materials while in the process of distribution.

It is my opinion that regulations (not compulsory or governmental) and standardization are practical elements determining that success or failure of a warehouse operation. Therefore we faithfully keep watch in

your magazine for new types of methods to use in handling material.—W. J. Dillner, secretary, W. J. Dillner Transfer Co., Pittsburgh, Pa.

Your editorial is timely and we consider all of the points well taken. Surely distribution after the duration should be well regulated, and we feel that your suggestion of the establishment of a National Institute of Distribution supported by national industrial, and mercantile association should be very beneficial.

We are fully in accord with all of your suggestions and appreciate our part the interest manifested by you in this splendid statement. We feel certain that your continuation of this activity will be appreciated by our industry.—L. H. Gilder, treasurer, Fisher-Gilder Cartage & Storage Co., Youngstown, O.

#### Moves

T. C. Fogarty, general sales manager, Eastern Division, Continental Can Co., Inc., has announced the removal of his division's offices from 100 E. 42nd St., New York 17, N. Y., general headquarters of the Continental organization, to the eighth floor of the Chanin Building, 122 E. 42nd St. The New York office of the Bond Crown and Cork Co., a division of Continental Can Co., is also located at this new address. The telephone number, Ashland 4-2300, remains the same.

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3 Car Siding

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2 Warehouses 41,000 sq. ft.

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Ready Sept. 15

A new Directory of Public Refrigerated Warehouses is now being printed, and copies will be available, without charge, on or about Sept. 15, according to W. M. O'Keefe, executive secretary, National Assn. of Refrigerated Warehouses.

"This publication will give complete details of the facilities and services of our member companies," Mr. O'Keefe states, "as well as other information of interest to storers of perishable products. Each listing will include the name, address and telephone number of the cold storage company; year established, investment, type of construction, insurance rates, capacities of coolers and freezers, temperature range, refrigeration system used, capacity of truck platforms and private siding, railroads serving the plant, shipping instructions, bank references, commodities accepted for storage, and available services in addition to cold storage."

Copy may be obtained without cost by letter of request addressed to the National Assn. of Refrigerated Warehouses, 1706 L St., N.W., Washington 6, D.C.

Dehydrator Tunnels

Gilroy Co-operative Dryer Assn., Gilroy, Cal., has let contract for construction of 12 dehydrator tunnels and buildings at its plant in Santa Clara County. (Herr.)

**Furniture Dealers Urged to Increase Use of Warehousing to Reduce Costs**

Retail furniture buyers participating in a post-war planning conference of the National Retail Furniture Assn. in Chicago during July heard a proposal that retail furniture dealers should increase their use of warehousing as one means for reducing costs and increasing efficiency and volume of their operations.

Speaking on "Post-War Plans for the Upholstered Furniture Industry," Delmar Kroehler, president, Kroehler Mfg. Co., pointed out that in the manufacture of upholstered furniture on a custom order basis extra costs are

created. Facts and figures, he said, prove that this increase is substantial.

If adequate reserve stocks were maintained, in addition to the usual stocks on the dealer's floor, service to the consumer would be improved and dealers' sales activities would result in more volume, Mr. Kroehler declared. "Every effort should therefore be made," he concluded, "to discourage 24-hour deliveries and to encourage retail dealer warehousing." (Slawson)

**Army Cold Storage Plant Completed in Seattle**

One of the largest military cold storage plants in the Pacific Northwest area, a six-unit completely refrigerated building has recently been completed for extensive lease-lend at Seattle, Wash. This permanent new military cold-storage plant, with a capacity of 140 carloads of food products, which will be used for lease-lend warehousing prior to shipment abroad, has been created by Col. Conrad P. Hardy, Seattle District Engineer, who has had charge of construction.

Built by the Western Construction Co. in less than six months, at a cost of \$604,000, the building covers a ground-floor area of 125 ft. by 460 ft., is faced with brick, and is rodent proof. A whole series of cold rooms, freezer rooms, and vast cold space, even in the corridors, has been provided. Temperatures as low as 20 deg. F. below zero are maintained by a cooling system powered by four 100-horse-power motors. The plant has a 20,000 gal. brine capacity and can handle 10,850 lb. of ammonia gas. The cooling is by means of four evaporated condensers on the roof of the plant. A hot gas method is used to defrost the coils. (Littelljohn)

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

D and W, September, 1944—103

# Railroad Speakers Praise Shippers —View Future With Apprehension

Shipper cooperation with the railroads on the program to increase the efficient use of freight cars has saved the railroads the equivalent of \$95,000,000 in capital expenditures, according to L. M. Betts of the Assn. of American Railroads, Washington, D. C. Speaking at the summer meeting of the Midwest Shippers Advisory Board in Chicago, Mr. Betts, who is manager of AAR's railroad relations division, said that heavier loading of freight cars has been equivalent to the addition of 866,000 new cars to the railroads' equipment; and that, by reducing turn-around time another 32,400 cars had been made available.

Looking to the future Mr. Betts expressed the hope that, after the war emergency has ended this saving could be maintained "at least to some reasonable degree." He also expressed the hope that some means could be found for sharing the railroads' saving with the shippers.

Private operation of the railroads has made further savings to American taxpayers of "millions, perhaps billions of dollars in the last three years," the Chicago shippers' conference was told by T. J. O'Shaughnessy, public relations officer of the Rock Island Lines, Chicago. Federal control of the railroads for 26 months

during World War I, he said, cost taxpayers \$1,600,000,000, whereas, today the railroads "are the only large essential industry into which billions of government dollars have not been poured to make it capable of doing its wartime job."

Every dollar the railroads receive from any source for the first 76 days of the year go to the tax collector, Mr. O'Shaughnessy said, this yearly tax bill being greater than what is spent to purchase coal, oil, timber and all the other 70,000 different things required for railroad operation.

After the war, he continued, American business will need the railroads' service but he expressed doubt of their ability to provide it.

"What is going to happen," he asked, "if in the post-war period railroad revenues are not sufficient to pay the high taxes and high wages and at the same time pick up the overdue and undone maintenance, neglected now because materials to rebuild structures, roadbed and equipment are not available?"

"What of rates?" he continued. "The future of the railroads will be vitally affected by the rates the railroads may charge in the post-war era for the services they render. The stories of the regular and unconscion-

able attacks upon the railroad structure, made in various sections of the country purely for political purposes, threaten the rate structure of the American railroads and present a genuine menace to adequate railroad transportation in the post-war period," he stated.

"Shall the railroads be able to supply the services demanded? I believe they will, but I frankly admit that I am deeply concerned about what is going to happen if our revenues in that period are not sufficient to provide the funds we shall need to rehabilitate our lines." (Slawson)

## Walla Walla Firm Bought by Culbertson

R. G. Culbertson, president, Culbertson Warehouse & Deposit Co., Mayflower agent in Seattle, has purchased the Bryant Transfer Co., in Walla Walla, Wash. Possession of the business, which will be operated as Bryant's Transfer, will be taken as soon as the transfer of the state and interstate rights is formally approved.

Operation of the business will be under the personal supervision of C. L. Camber, who has been in Walla Walla since June to acquaint himself with local conditions. He has been with the Culbertson organization for four years, first in charge of the Portland, Ore. office, next as manager of the University Warehouse in Seattle and later as sales manager of United Warehouse Co.

### PHILADELPHIA, PA.

#### Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St., Phila. 3

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. N. F. W. A., Can. W. A., P. F. W. A.

### PHILADELPHIA, PA.

Established 1863

#### GALLAGHER'S WAREHOUSES

708 South Delaware Avenue, Philadelphia 47  
Merchandise Storage  
Direct Sidings—Penna. R.R. and Reading R.R.

Storage in Transit  
Pool Car Distribution

Represented by Associated Warehouses, Inc.  
New York (17) Delivers Chicago (6)  
52 Vanderbilt Ave., City and Suburban 549 W. Randolph St.  
Murrayhill 9-7645 Randolph 4458

### PHILADELPHIA 6, PA.

2,100,000 Square Feet

#### MERCHANTS WAREHOUSE CO.

10 CHESTNUT ST.

phone LOM. 8070



11 modern warehouses located in important shipping centers. Served by all railroads. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

### PHILADELPHIA, PA.

BUELL G. MILLER, President

#### MILLER

#### North Broad Storage Co.

2709 No. Broad St., Philadelphia 32

BROAD & LEHIGH & BRANCHES

Member of P.M.T.A., C.F.M.A. of Pa.

## WARTIME WAREHOUSING in Philadelphia

Over 1,000,000 square feet of space in 22 modern warehouses, with every transportation connection and the most modern handling facilities. Large modern fleet for store-door service.

A complete set-up to meet and improve your Philadelphia storage and distribution problems, with war-time economy. Full details on request.

#### PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

4th and Chestnut Streets • Philadelphia 6

WARREN T. JUSTICE, President

MEMBER: A. C. W. A. W. A. P. W. A.

REPRESENTATIVES:

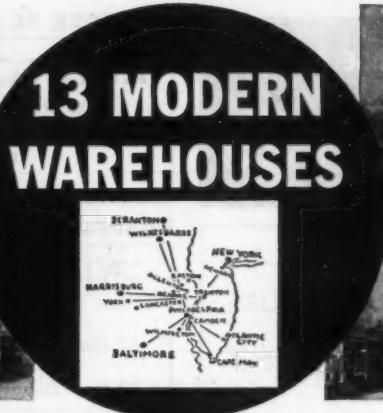
GEO. W. PERKINS, 82 Beaver St., New York, Wk 4-2287

J. W. TERREFORTE, 250 Park Ave., New York, PI 3-1235

W. J. MARSHALL, 53 W. Jackson Blvd., Chicago, Mar 1496



PENNSYLVANIA



*serving PHILADELPHIA AND VICINITY with Economy and Dispatch!*

Strategically located throughout Philadelphia, they provide more than 68 acres of excellent storage space. Each building is equipped with every convenience, designed for the safe, prompt, and economical handling of goods of every kind. All earn low insurance rates.

Special provision is made for the storage of household goods.

Served by both Pennsylvania Railroad and the Reading Company. Convenient to the big piers. Completely equipped pool car department is maintained.

*Write for Particulars*

Represented by  
DISTRIBUTION SERVICE, Inc.

An Association  
of Good Warehouses Located at  
Strategic Distribution Centers

**TERMINAL WAREHOUSE COMPANY**

DELAWARE AND FAIRMOUNT AVES. • PHILADELPHIA 23



Members: A.W.A.,



N.P.W.A., P.A., F.W.A.



2 Broadway, NEW YORK CITY  
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Phone: Sutter 3461

219 E. North Water St., CHICAGO  
Phone: Sub. 7180

PHILADELPHIA, PA.

Complete Household Goods Service



**QUAKER**  
STORAGE COMPANY

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Agents for United Van Lines, Inc. Member: P.M.T.A., G.F.M.A., P.F.W.A.

PITTSBURGH, PA.

**Dillner** TRANSFER &  
STORAGE CO.



W. J. Dillner  
STORAGE, PACKING, CRATING and SHIPPING  
POOL CAR DISTRIBUTION  
LONG DISTANCE HAULING

2748 West Liberty Ave., Pittsburgh 16, Pa.  
Members of N.P.W.A.—A.T.A.—P.F.W.A.—P.M.T.A.  
Agent for Allied Van Lines, Inc.

PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.  
Pittsburgh 22

Merchandise Storage & Distribution

Members A.W.A.

PITTSBURGH, PA.

**PENNSYLVANIA WAREHOUSE COMPANY**

50-17th STREET, PITTSBURGH 22, PENNSYLVANIA

MERCHANDISE STORAGE • POOL CARS DISTRIBUTED  
MODERN SPRINKLED BUILDING

CONSIGN SHIPMENTS  
VIA PENNA. RR TO 13th STREET STA.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

13th AND SMALLMAN STS.

PITTSBURGH 22

*In the Heart of  
Pittsburgh's  
Jobbing District*

STORAGE IN TRANSIT  
COMPLETE TRUCKING FACILITIES  
PRR SIDING  
A. D. T. PROTECTION

Also operators of  
**WHITE MOTOR EXPRESS CO.**

Established 1918

**WHITE TERMINAL COMPANY**

13th AND SMALLMAN STS.

PENNSYLVANIA—PUERTO RICO—RHODE ISLAND—SOUTH CAROLINA—SOUTH DAKOTA—TENNESSEE

PITTSBURGH, PA.

ED WERNER TRANSFER & STORAGE COMPANY

1917-19 Brownsville Road

Pittsburgh, Penna.



Storage, Packing and Shipping

Member of National Furniture Warehouses' Ass'n.  
Agent of Allied Van Lines, Inc.



SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St., Scranton 3

HOUSEHOLD STORAGE

POOL CARS

MERCHANDISE STORAGE

PACKING

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

THE QUACKENBUSH WAREHOUSE CO.

219 VINE STREET, SCRANTON 3

MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE POOL CAR DISTRIBUTION

D. L. & W. R. R. and D. & H. Sidings

Represented by

NEW YORK BILLED DISTRIBUTION INC. CHICAGO

111 WEST 41ST ST., NEW YORK, N. Y. 1525 NEWBERRY AVE., CHICAGO

SHARON, PA.

SHARON COAL & ICE CO.

230 W. Budd St., Sharon, Pa.

Cold Storage—Merchandise—Household Goods

2 Warehouses with private sidings on Erie & P. R. R.'s reciprocal switching. Loans on stored commodities. Cold Storage for furs—Cold Storage lockers—Quick Freeze space.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches  
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN ST., WILLIAMSPORT 36

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

SAN JUAN, P. R.

MEMBER AMERICAN WAREHOUSEMEN'S ASSOCIATION

ALMACENES MARITIMOS

(MARITIME WAREHOUSES)

11 WAREHOUSES IN SAN JUAN, P. R.

Complete warehouse and distribution service

Warehouses located adjacent to Steamship Piers

Low rates of insurance

SERVICE—SAFETY—GUARANTEE

ALMACENES MARITIMOS

MANUEL G. CASSERES, Managing Owner.

SAN JUAN 12, P. R.

## Contractors Guide Simplifies Termination of Contracts

THE CONTRACTORS GUIDE. Issued by Publications Branch, Bureau of Public Relations, War Department, Washington, D. C. Copies are available at War Department procurement offices throughout the country.

Major questions confronting war contractors are answered in this new booklet for prime and subcontractors. Written in nontechnical language and graphically illustrated to emphasize salient points, the booklet is another step in the program of the Readjustment Division, Army Service Forces, to simplify action and promote speedier settlements of terminated contracts.

The work is the result of months of field experience by the procurement services, and of studies and suggestions from industry and national trade associations as reported to the Readjustment Division, which has staff function in making policies to handle the increasing load of termination settlements.

Contracts are being terminated now by the field officers of the procurement services in order to clear the way for manufacture of new and better weapons coming from the drawing boards and laboratories, and from tests at the fighting fronts. "The Contractors Guide" is designed to aid

industry by giving the busy executive a quick preview of the job to be done.

Written for contractors holding fixed-price supply contracts with the War Department, the publication sets forth the chronological actions in a termination settlement. The Guide emphasizes preparation for termination by listing steps the contractor may take before any of his contracts have been terminated.

Based on the Army's procedures in Procurement Regulation No. 15, the booklet has three main sections. The first gives the ABC of terminations. The second suggests things the contractor can do in his shop, with the Government, and with his suppliers and subcontractors. The last contains facsimiles of the new uniform termination forms.

On these simplified forms, obtainable from field procurement offices, the contractor submits the facts about his inventory and costs, charges and proposed profit. It was emphasized that the new Guide deals only with that part of the action required of the contractor, and omits all action required of the Government, thus giving the contractor a concise picture of his role in obtaining a fast, fair and final settlement of his terminated contracts.

Many war contractors with terminated contracts are not submitting claims promptly to procurement offices. Pointing out that the Government cannot settle a contract until the contractor puts in his statement of costs, inventories and charges, the War Department states that the new "Contractors Guide" should quicken this process by promoting knowledge of the contractor's responsibilities.

### Culbertson Increases Warehouse Space

R. G. Culbertson, president, Culbertson Warehouse & Deposit Co., Seattle, Wash., has announced the completion in August of the first unit of a modern concrete warehouse which will embrace, when finally completed, more than 40,000 sq. ft. of space.

The new structure is one block from the building owned by Culbertson and leased in large part to the warehouse company. It is located on a private track, served by the Northern Pacific but open to free reciprocal switching from all lines.

The facilities of the new building will be used jointly by Culbertson Warehouse & Deposit Co., Seattle Terminals, Inc., and United Warehouse Co., all Culbertson properties.

Resumption of construction will follow the expiration of a tenant's lease in July of next year and it is expected that by Jan. 1, 1946, the entire two-story, two-level plant, using reversible belt conveyors in lieu of elevators, will be in operation.

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# People . . .

Election of Joseph W. Frazer, leading automobile executive, as chairman of the board of Graham-Paige Motors Corp. and the acquisition of Warren City Mfg. Co., Warren, O., as a wholly owned subsidiary, have been announced by Raymond J. Hodgson, president of Graham-Paige.

William Broxton, agricultural marketing specialist, Marketing Facilities Branch, Office of Distribution, War Food Administration, Washington, D. C., plans to retire from government service about Sept. 15, and will live on his farm near South Deerfield, Mass. He is an honorary life member of the National Assn. of Refrigerated Warehouses.

Otto E. Kirchner, director of aircraft engineering for American Airlines, has been elected chairman of the air line engineering and maintenance conference of the Air Transport Assn. of America.

Fred Beach, formerly in charge of the truck transportation division of ODT in Pittsburgh, has joined Love Motor Express, Carnegie, Pa., as partner and assistant manager. (Leffingwell)

Benville H. McMann, procurement control manager of Republic Aviation Corp., Farmingdale, L. I., has been loaned to the Aircraft War Production Council, East Coast, Inc. Mr. McMann will serve as a coordinator between the Army Air Forces and aircraft contractors in dealing with surplus materials.

Capt. Amos E. Brooks, former executive secretary, Southwest Transfer and Warehousemen's Assn., has a new APO number—his ad-

dress is Engineer Section, Depot GG16, APO 200, Postmaster, New York City.

Following his rich background of aviation experience, George H. Scragg, director of advertising and sales promotion, The White Motor Co., has been advanced from the rank of captain to that of major in the Civil Air Patrol, and made Public Relations Officer of the Ohio Wing. Maj. Scragg, who is well known in the automotive field, has long been actively interested in aviation and has been a strong supporter of the Civil Air Patrol since its founding. He was a flier and aircraft designer before the First World War, and during the war he became Chief Technical Officer of the Night Bombardment Section, A.E.F. In addition to his Civil Air Patrol connection, he is a trustee of the Early Birds, chairman of the Aviation Division of the Cleveland Engineering Society, and member of the Quiet Birdmen, Wings Club of New York, Society of Automotive Engineers, Cleveland Advertising Club, and numerous civic and social organizations.

Edward F. O'Brien, a vice president of the Frankfort Distillers Corporation, has been named Eastern divisional manager by Ellis D. Slater, president.

George A. Rietz has been named manager of the new farm industry division of the General Electric Co. apparatus department. The new division will be responsible for the development and promotion of business in the farm field.

William C. Seccombe has been made head of the George William Finegan, Inc., sales and service organization, Rochester, N. Y.

L. F. Weyand, general sales manager, Minnesota Mining and Mfg. Co. adhesive and coating division since 1936, has been promoted to general manager. He will continue to maintain headquarters at the 3-M factory in Detroit.

H. A. von Hacht has been appointed New York sales representative for the Heppenstall Co., Pittsburgh, and Sidney A. Pfaff has been named Minneapolis-St. Paul representative.

Edmund C. Sulzman, formerly chief field engineer, Wright Aeronautical Corp., Paterson, N. J., has been named manager, Sales Division of the engine company, according to an announcement by William B. Birzen, general sales and service manager.

Thomas J. Deegan has been named director, Public Information, American Airlines, succeeding Buell A. Patterson who will assume other duties in the company. Charles A. Rheinstrom, vice president-traffic of the airline, has announced.

At the closing session of the 13th conference of Pacific Coast of Port Authorities, T. H. Banfield was elected president for 1945. Other officers elected to serve with him are C. E. Bailey, Portland, secretary-treasurer; W. R. Martin, Long Beach, Cal., and F. H. Marvin, Tacoma, vice presidents. (Haskell)

Karl A. Roesch, former sales manager, Cleveland Branch, White Motor Co., has been made Cleveland Branch Manager.

Arthur W. Conley has been appointed general supervisor of terminals for the Baltimore

## PROVIDENCE, R. I.

### CADY MOVING & STORAGE CO.



80-90 Dudley St., Providence 5  
FIREPROOF WAREHOUSE  
Storage, Moving, Shipping  
Fleet of Long Distance Moving Vans  
Member National Furniture Warehousemen's Assn.  
Agent for Allied Van Lines, Inc.

## PROVIDENCE, R. I.

### Providence Warehouses, Inc.

General Offices: 50 ALEPPO ST., Providence 9

Customs Bonded

Specialists in bulk storage of all kinds—  
Cotton, Wool, Hemp, Rubber  
Over 400,000 square feet of sprinkler equipped space.

## PROVIDENCE, R. I.

### Terminal Warehouse Company of R. I., Inc.

336 ALLENS AVE., PROVIDENCE 1

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance. Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

### Merchandise Storage and Pool Car Distribution

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space. Private Tracks Connecting with All Railroad and Steamship Lines. Motor Truck Service. Low Insurance Rates.

Charleston Warehouse and Forwarding Corp.  
16 HASELL ST., CHARLESTON, S. C.  
Number of the American Chain of Warehouses, Inc. American Warehousemen's Assn.

New York Office: 250 Park Ave., Telephone Plaza 3-1234

## COLUMBIA, S. C.

Distribution Center of South Carolina



### CAROLINA BONDED STORAGE CO.

Est. 1928

MEMBER

General merchandise and household goods storage.



Pool Car Distribution. Private rail sidings. Sprinkler equipped warehouse.

## GREENVILLE, S. C.

"The Heart of the Piedmont"

Est. 1923



### TEXTILE WAREHOUSE CO.

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

## SIOUX FALLS, S. D.

### WILSON STORAGE AND TRANSFER CO.

Investment  
\$350,000

State Bonded  
80,000 Sq. Ft.  
Floorspace

110 NO. REED ST.

Fireproof, sprinklered building with private siding on the C&NW. Labeling and Sorting. Distribution of Pool Cars, Household Goods Transferred. Refrigerated Truck Service. Owners and operators of Wilson Forwarding Co. Members of NFWA—MinnNWA—AWAR Agent for AVL

## KNOXVILLE, TENN.

### FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville 8, Tennessee

135,000 square feet on Southern Railway tracks

Equipped with Automatic Sprinkler  
Insurance at 12c. per \$100.00 per annum.  
Pool Cars distributed.

Household goods shipments solicited. Prompt remittances made.

MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

D and W, September, 1944—107

TENNESSEE

MEMPHIS, TENN.



S. S. DENT, Owner

General Warehouse Co.

421 So. Main St., Memphis 3

"Good housekeeping, accurate records,  
Personal Service"

Located in the center of the Jobbing  
& Wholesale District

Sprinklered  
Private R. R. siding  
Low Insurance  
Perfect service

MEMPHIS, TENN.

Benton T. Grills, Sec'y. & Mgr.

NICKEY WAREHOUSES, INC.

"Memphis Most Modern Warehouses"

285-305 West Trigg Ave., Memphis 2

Merchandise Storage & Pool Car Distribution  
Local Delivery Service

A.D.T. Burglar and Sprinkler Supervisory Service. Illinois Central, Frisco & Ms. Pac. Private rail siding 3 car spot.

MEMPHIS, TENN.

W. H. DEARING, General Manager

POSTON WAREHOUSES

ESTABLISHED 1894

671 to 679 South Main St., Memphis 2

Insurance Rate \$1.20 per \$1,000 per Annum  
Merchandise storage, dependable service, free switching, Local storage delivery,  
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

MEMPHIS, TENN.

H. K. HOUSTON, Pres. P. D. HOUSTON, V.P.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1  
137 E. Calhoun Ave.

Warehouse No. 2  
138-40 St. Paul Ave.

Memphis Tennessee

Storage (Mds.)—Pool Car Distribution—Local delivery service—Office Space  
in the heart of the wholesale district and convenient to Rail, Truck and express  
terminals. Eight car railroad siding—(N.C. & St. L. and L.N.W.)—Reciprocal switching  
line. Represented by Distribution Service, Inc. Member of A.W.A. and N.W.A.

and Ohio Railroad, with headquarters in Baltimore. He succeeds Thomas J. Ward, who held that position since last November and is retiring after 40 years with the B. & O. (Ignace)

A. E. Klemmedsen, Omaha, Neb., has taken charge as manager of the Ford Motor Co. plant in Oklahoma City, Okla., in part of a "preparation for post-war activities" by the company.

Howard P. DeVilbiss, for several years a vice president, has been elected president and general manager of the DeVilbiss Co., Toledo, Ohio, and Allen D. Gutches, president since 1929, was named chairman of the board and active senior executive. W. M. Booker, former chairman of the board, continues as a director. Frank A. Bailey, vice president and general manager, has retired because of ill health. Roy A. Guyer continues as vice president in charge of sales, and has been named a director. Walter W. Conklin continues as secretary-treasurer and director. Don J. Peeps has been advanced to acting chief engineer. (Kline)

The resignation of Kenneth E. Allen as director of public relations of Continental Air Lines, effective Aug. 15, was announced today by Terrell C. Drinkwater, executive vice president and general manager. Mr. Allen has left the airline to join the editorial staff of American Aviation Associates in Washington, D. C.

James J. Mellon, for 15 years assistant sales manager and more recently vice president of the Clark Controller Co., Cleveland, has been elected president, and W. H. Williams has been advanced to executive vice president and general manager, a newly-created post. The action follows the recent death of Primus C. Clark, president and founder of the company. (Kline)

William M. Forte has been named manager of the Republic Carloading & Distributing Co. (Haskell)

Henry Lankin, executive secretary, Mayflower Warehousemen's Assn., has completely recovered from his recent operation and is back at his office.

108—D and W. September, 1944

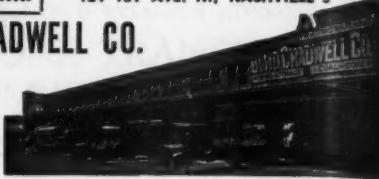
For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

NASHVILLE, TENN.

124 1ST AVE. N., NASHVILLE 3

BOND, CHADWELL CO.

MERCHANDISE  
WAREHOUSE.  
RAIL, TRUCK  
AND RIVER  
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So., Nashville 2

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Automatic Sprinkler System—Centrally Located

NASHVILLE, TENN.

Nashville Warehousing Co.

P.O. Box 555, Nashville 2

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave., Nashville 2



STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distribution  
Private Siding

Jack R. Kansas heads the purchasing department of United Fruit Co. at Pier 2, North River, New York. He has been with the company for 29 years. He succeeds Thomas F. Ryan, deceased.

Dr. Walter M. Mitchell has been appointed director of research for Mack Trucks, Inc. L. C. Josephs, engineering vice president, has announced. Dr. Mitchell will direct chemical, metallurgical, electrical, mechanical, Diesel, fuels, lubricants and other research activities allied to the truck firm's products. Before joining the Mack organization, he was chief metallurgist for the York Safe and Lock Co. special ordnance plant producing Bofors anti-aircraft guns for the U. S. Navy. Other positions held by Dr. Mitchell include that of metallurgical engineer with Carnegie Illinois and other U. S. Steel subsidiaries and a similar post with Republic Steel Corp. and its predecessor companies. While he was with E. I. duPont de Nemours & Co. he introduced the use of stainless steel in the construction of plants used for the production of nitric acid, which revolutionized the manufacture of that chemical. He is a graduate of the University of Pennsylvania and received his doctorate from Princeton University.

C. D. (Tiny) Williams is chief of warehousing for Defense Supplies Corp. and Fred Huston is assistant chief. Mr. Williams is also the representative of Reconstruction Finance Corp. on the Space Control Committee of the Surplus War Property Administration. Charles K. Ford has succeeded Mr. Williams, Service and Recording Division, DSC, of which he was previously assistant chief.

H. K. ("Harold" to merchandise warehousemen, "Keene" to cold storage men) Osgood has moved from the ODT, where he was assistant director of the Division of Storage, to Defense Plant Corp., where he is chief, Storage Facilities Section, Surplus War Property Division. He is assisted by Lt. Col. J. R. ("Dick") Walker, on loan from the Storage Division of the Army Service Forces. His address is Room 809 Lafayette Building, 811 Vermont Ave., Washington 25, D. C.

Robert F. McKee has been appointed maintenance engineer for Continental Air Lines, Stanley R. Shatto, Continental's vice president

of maintenance and engineering, has announced. Mr. McKee joins Continental from TWA, with whom he served as airways air engineer. Prior to that he served with the U. S. Engineers as a field engineer in charge of airport construction on army fields.

James A. Wooton, new cargo traffic manager, American Airlines, has had wide experience in cargo traffic, having held executive positions with ground carriers for 11 years prior to joining American Airlines in 1944. The position of cargo traffic manager involves supervision of one of the most rapidly expanding phases of American Airlines activities.

Henry S. Tusler terminated 15 years service as western representative of the Waco Foods Co. (Kroger Stores) last month and has announced he plans to retire to an island in the San Juan Straits between Seattle and Vancouver. As representative of the procurement division of Waco Foods Co., Mr. Tusler was one of the best known buyers on the Pacific Coast. (Herr)

Carl Weidner has been appointed travel representative of the Santa Fe Railroad Coast Lines, with headquarters in San Francisco. Since January, 1944, he has served as assistant labor placement supervisor at San Francisco. (Herr)

Hubbard C. Howe, president, Newport Harbor Boat Builders Assn. and past president, Newport Harbor Chamber of Commerce, has been elected president of the South Coast, a shipbuilding firm, succeeding the late Walter Hubbard, Jr. Mr. Howe will also continue in his capacity as general manager of the shipbuilding firm, whose activities are centered in the Newport Beach, Cal., harbor area. (Herr)

The appointment of Maurice H. Crim to the newly created position of superintendent of commissary for Braniff Airways has been announced by Chas. E. Beard, vice president of the company.

Stanley W. MacKenzie, with the Union States Rubber Co. since 1920, has been appointed director of purchases of the company to succeed George M. Tisdale.

## AMARILLO, TEXAS

## ARMSTRONG TRANSFER &amp; STORAGE CO., INC.

103 SOUTH PIERCE STREET



Merchandise Storage & Distribution  
Household Goods Storage, Moving & Packing  
Long Distance Operators

WM. C. BOYCE

J. A. RUSH



## BEAUMONT, TEXAS

## TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas



Merchandise and Household Goods  
Warehouse, Concrete Construction  
30,000 Sq. Ft. Distribution of Pool Cars  
Transfer Household Goods  
Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

96,400 Sq. Ft. Sprinklered

Member: Southwest Warehouse and Transfermen's Ass'n

## CORPUS CHRISTI, TEXAS

CORPUS CHRISTI WAREHOUSE  
AND STORAGE COMPANY

Located AT PORT SITE

adjacent to docks NAVIGATION DISTRICT NO. 1

Storage

Distribution

Drayage

MERCHANDISE EXCLUSIVELY

96,400 Sq. Ft. Sprinklered

Low Insurance Rates

Member: Southwest Warehouse and Transfermen's Ass'n

## CORPUS CHRISTI, TEXAS

Robinson Warehouse & Storage Co.  
General Offices: 1500 N. Broadway, Corpus Christi

Specialists in

General Merchandise Storage—Pool Car Distribution  
Public Bonded Warehouses at Alice, Corpus Christi, Harlingen and Victoria  
Daily and overnight common carrier Motor Freight Service to Houston, San  
Antonio, Austin, Laredo and Rio Grande Valley, serving all intermediate points.  
Expert Handling; Inquiries Invited

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In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Our modern Centrally located fireproof warehouse is completely equipped to serve  
you with over 75,000 square feet of merchandise and household goods storage space.  
MOVING—STORAGE—PACKING—SHIPPING

BINYON-O'KEEFE  
Fireproof Storage Co.2201 LAWS ST., DALLAS 1  
Associated with Distribution Service, Inc.Since  
1875

ESTABLISHED 1875

## DALLAS, TEXAS

DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.Second Unit Santa Fe  
Building, Dallas 2, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers,  
and  
Warehouse  
Space

Operators of the  
Lone Star Package Car  
Company (Dallas and Fort  
Worth Divisions)  
H. & N. T. Motor Freight Line  
Agents for Allied Van Lines, Inc.  
A.W.A., N.F.W.A., American Chain  
of Warehouses  
MEMBERS Southwest Warehouse & Transfermen's Ass'n, Rotary Club

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Merchants Cold Storage of Dallas  
Bonded

1,000,000 Cu. Ft. Cold Storage Space  
Pool Car Distribution  
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P. O. Box 5088, Dallas 2



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INTERSTATE-TRINITY  
WAREHOUSE COMPANY

301 North Market St., Dallas 2

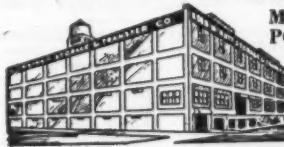
Merchandise Storage and  
Distribution  
Household Goods Storage,  
Moving & Packing  
Long Distance Hauling

R. E. ABERNATHY, Pres.  
J. A. METZGER, Vice-Pres.

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NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
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## SPECIALIZING

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTIONSERVING THE GREAT  
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PERSONALLY SUPERVISED  
BY THE MANAGEMENT

KOON-MCNATT STORAGE & TRANSFER CO.  
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CONTRACT OPERATORS FOR ALL RAIL  
LINES AND UNIVERSAL CARLOADING &  
DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly  
for Dallas Shippers



## DALLAS, TEX.

Warehouses—FT. WORTH—DALLAS

## TEXAS AND PACIFIC TERMINAL WAREHOUSE CO.

## MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Sprinklered A. D. T. Supervised

Cooler Rooms

Enclosed Parking lot for Customers' Automobiles and Trucks  
Member SWA

LOW INSURANCE RATES

## EL PASO, TEXAS

"Bankers of Merchandise"  
"Service With Security"

## International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas

Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos  
& Merchandise. State and Customs Bonded.  
Private Trackage—T. & P. and So. Pac. Rys.  
Pool Car Distribution—Motor Truck Services.  
Incorporated in 1920  
Members—N.F.W.A.—SWTA—Agent for Allied  
Van Lines, Inc.

## FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Our modern Centrally located fireproof warehouse is completely equipped to serve  
you with over 90,000 square feet of merchandise and household storage space.  
MOVING—STORAGE—PACKING—SHIPPING



Since  
1875

BINYON-O'KEEFE  
Fireproof Storage Co.Since  
1875

801 Commerce St., Fort Worth 1

Associated with Distribution Service, Inc.



## FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution

## O. K. Warehouse Co., Inc.

255 W. 15th St., Fort Worth 1, Tex.



**J. D. Nelson**, freight traffic manager, Alaska Steamship Co., Seattle, Wash., was elected president of the Northwest Marine Terminal Assn. Other new officers chosen are: vice president, F. G. Pender, manager, Port of Vancouver, Wash.; treasurer, A. J. Bacon, manager, Salmon Terminals, Seattle. W. F. Varnell was re-elected executive secretary. New location of the organization is 611 Arctic Building, Seattle. (Littlejohn)

**Miss Grada Lee Johnson**, Fort Worth Warehouse and Storage Co., Fort Worth, Texas, was recently installed as president of the Women's Traffic Club of Fort Worth.

**A. R. Grant**, Southern California Gas Co., Los Angeles, has been elected president of the Los Angeles Automotive Council. **H. M. Baker**, Los Angeles Department of Water and Power, was chosen vice president; **C. T. Thomas**, Gilmore Oil Co., secretary; and **C. E. Ellis**, Southern California Edison Co., treasurer. (Herr)

**William F. Kearns** has been appointed head of the Santa Fe Railroad's refrigerator car department, with headquarters at Los Angeles. He was appointed an inspector in the railroad's refrigerator department at La Junta, Colo., in 1918, and has been traveling agent for the refrigerator department since 1922. (Herr)

**David H. Capelli** has been named merchandise manager at Los Angeles for the Graybar Co., in charge of radios, electrical appliances and hearing aids. He has been with the Graybar organization since 1934. (Herr)

**H. H. Fuller** has been elected vice president in charge of West Coast steel activities of Bethlehem Steel Co., succeeding **W. H. Stewart**, who held the post for 12 years. Mr. Stewart, though retiring from active duty, is continuing in an advisory and consulting capacity. (Herr)

**Ellis T. Longnecker**, Los Angeles, has been appointed division director of property operations in the OPA highway transport department, succeeding **H. C. Arnot** of Seattle, Wash. (Herr)

**J. P. Steward**, Redlands, Cal., and **F. R.**

**Wilcox** and **Romer R. Johnson**, both of Los Angeles, have been selected by the OPA to serve on a Fresh Citrus Industry Advisory Committee to assist in working out a 1944 price program for citrus fruit. (Herr)

**D. R. Cooke**, former industrial engineer of the company, has been appointed manager, San Francisco branch, Spencer & Morris, builders of materials handling systems. In his capacity as planning consultant in the firm's Los Angeles plant for several years, Mr. Cooke made a number of contributions toward solving materials handling problems in war industries. (Herr)

**Col. Francis K. Duffy**, commanding officer, New York Quartermaster Office since 1941, has been appointed manager, Industrial Bureau, Commerce and Industry Assn. of New York, Inc. Col. Duffy, a veteran of World War I for 19 years, was district manager A. B. Dick Co. He previously had served for a number of years in the advertising department of the Eastman Kodak Co. and for several years in the freight division of the New York Central Railroad. He is a graduate in economics of the University of Rochester, N. Y., in business law, the John Carroll University, Cleveland, Ohio, the Army Industrial College and the Command and General Staff School, New York.

**George L. Crooker**, Providence, R. I., a former director of the New England Council, has been appointed one of seven commissioners of the recently created Rhode Island Port Authority. The duties of the authority include investigating transportation to and from Rhode Island by land, water and air, with reference to establishing and maintaining terminals, piers, airports, warehouses and other facilities. Mr. Crooker is chairman of the Rhode Island Commission on Interstate Cooperation. (Wellington)

**A. C. ("Sparky") Street** has supervision of the traffic department of Safeway Stores, now known as the Barclay Traffic Co., division of Safeway Stores, Inc., with new quarters in the Monadnock Building, San Francisco. Mr. Street is one of the best known and most active industrial traffic managers on the West Coast and is very active in traffic association activities. (Gidlow)

**Col. Thomas G. Plant**, formerly vice president, American-Hawaiian Steamship Co., has left San Francisco for overseas duty in the Pacific war theatre. (Gidlow)

**Fred G. Gurley**, executive vice president, Santa Fe System Lines, has been elected president of the railroad, succeeding **Edw. J. Engel**, who retires after 45 years of continuous service. (Gidlow)

**C. Bedell Monroe**, president of Pennsylvania Central Airlines, has been appointed chairman, Airlines Division, National Industrial Information Committee.

**Harvey C. Fruehauf**, president, Fruehauf Trailers Co., has announced that **Robert A. Kirksey**, vice president in charge of Pacific Coast operations, and **F. Malcolm Reid**, vice president in charge of engineering, have been elected to the Board of Directors.

After two years' service with the Army Air Forces, **Maj. Vernon M. Dennison** has been released and has returned to Pennsylvania-Central Airlines. He will serve as coordinator of production scheduling in the maintenance and overhaul department.

Appointment of **Clair M. Roddewig** as general counsel of the Office of Defense Transportation, has been announced by **Col. J. Moore Johnson**, ODT director. Mr. Roddewig succeeds as general counsel **Jack Garrett Scott**, who resigned April 6. Since that date Frank Perrin has been acting general counsel. Mr. Roddewig was born in Nebraska in 1903, practiced law in South Dakota, was successively assistant Attorney General and Attorney General of that State, and joined the legal staff of the Interstate Commerce Commission in Minneapolis in 1939, as district field attorney. He came to the ODT in 1942 as attorney in charge of local transport matters, and became assistant general counsel in October, 1943, having charge of matters pertaining to railroads, buses, water carriers, taxicabs, storage, and street cars. Mr. Roddewig's legal residence is Minneapolis, and his present home is in Hyattsville, Md. (Kruckman)

The Houston Freight Carriers' Assn. has announced appointment of a post-war planning

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### BINYON-STRICKLAND WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution  
Centrally Located — Lowest Insurance Rate  
Private Siding Southern Pacific Ry. Co.  
Goliad & Morin Sts.

Houston 13

#### HOUSTON, TEXAS

Member of Interlake Terminals

**FEDERAL WAREHOUSE COMPANY**  
915 N. San Jacinto St. Houston 2, Texas  
General Merchandise Storage  
Pool Car Service  
Fireproof Sprinklered Warehouses  
Located in the heart of the wholesale district

#### HOUSTON, TEXAS

### Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

**HOUSTON CENTRAL WAREHOUSE CO.**  
Commerce and San Jacinto Houston 1, Texas

Represented by  
SILVER DISTRIBUTION INC  
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#### HOUSTON, TEXAS

**Houston Terminal Warehouse & Cold Storage Company**  
701 No. SAN JACINTO ST., HOUSTON 2

General Storage Cold Storage U. S. Custom Bonded  
A. D. T. Service Pool Car Distribution  
Office Space Display Space Parking Space  
Lowest Insurance Rate

New York Representative  
Phone Plaza 3-1235

Chicago Representative  
Phone Harrison 1496

#### HOUSTON, TEXAS

**HOUSTON WHARF COMPANY**  
(Long Reach Docks)  
OWNED AND OPERATED BY GULF ATLANTIC WAREHOUSE CO.  
P. O. Box 2588  
Houston 1, Texas

#### HOUSTON, TEXAS

**PATRICK TRANSFER & STORAGE CO.**  
Merchandise and Household Goods Storage

Pool Car Distribution  
Sprinklered—A.D.T. Watchmen  
Shipside and Uptown Warehouses  
Operators—Houston Division  
Lone Star Package Car Co. Inc.  
1117 VINE ST. Agents for Allied Van Lines, Inc. Members N.F.W.A.  
Houston 1 State and Local Area

#### HOUSTON, TEXAS

**MERCHANDISE DISTRIBUTION**  
COMMERCIAL STORAGE—  
OFFICE SPACE — PARKING SPACE  
**T. P. C. STORAGE & TRANSFER CO., INC.**  
2301 Commerce Ave., Houston 2

#### HOUSTON, TEXAS

W. E. FAIN, Owner and Manager  
Established 1901

**TEXAS WAREHOUSE COMPANY**  
Forty-three Years  
Under Same Continuous Management  
MERCHANDISE EXCLUSIVELY  
Pool Car Distribution Sprinklered Throughout  
A.D.T. Supervised Service

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Agent for Allied Van Lines, Inc.

**UNION Transfer & Storage Co.**

1113 Vine St. P.O. Box 306, Houston 1

Forwarding and Distributing

**MERCHANDISE STORAGE**

Warehouses Sprinklered Throughout.

Supervised by A.D.T. Service.

**SERVICE THAT COUNTS**

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL WAREHOUSE CO.**

1006 WASHINGTON AVE., HOUSTON 1

Merchandise Storage—Pool Car Distribution

Sprinklered—A.D.T. Watchmen

—U. S. Customs Bonded—

—Office Space—

New York Representatives:

DISTRIBUTION SERVICE, INC.

2 Broadway (4)

Members A.W.A. and State and Local Associations.

Chicago Representatives:

DISTRIBUTION SERVICE, INC.

219 E. North Water St. (11)

Members A.W.A. and State and Local Associations.

## HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

**WESTHEIMER****Transfer and Storage Co., Inc.**

2205 McKinney Ave., Houston 1

OVER 50 YEARS IN HOUSTON

Merchandise &amp; Household Goods Storage—Pool Car Distribution—

Lift Van Service—20 car lengths of trackage.

Fireproof Warehouses—A.D.T. Automatic Fire and Burglary Protection.

Agent for Allied Van Lines, Inc.

Members A.W.A. and State and Local Assoc.

## SAN ANTONIO, TEXAS

**MERCHANTS** Household Goods

TRANSFER &amp; STORAGE CO.

Merchants &amp; Transfer Sts., San Antonio 6

Complete Storage and Distribution Service

Over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

committee authorized at a recent meeting. The committee consists of George Blewett, Robert Herrin, H. M. Praier, T. Waldrop, Harry Cole, Dan Dalberg, Carroll M. Bennett and Frank Jones, all well known in the trucking industry.

A. R. Mahaney, former assistant director, Division of Traffic Movement of ODT, returned to his former position of assistant superintendent of freight transportation with the Pennsylvania Railroad on August 1, 1944. Paul B. Christian will continue as chief of the Rail Traffic Flow Unit in the Traffic Channels Section of ODT.

Montrose Gordon has been named chief of the Research and Permit Section, Waterways Transport Department. Mr. Gordon succeeds L. C. Turner, recently appointed acting director of ODT's Inland Waterways Division.

Thomas M. Hanlon, for many years with the American-Hawaiian Steamship Co., Boston offices, and more recently with the Boston Foreign Freight Forwarders, Inc., has been appointed traffic manager for Munro, Kincaid, Edgell, Inc., wool merchants, Boston. J. P. Dromey, who has been traffic manager for this firm, is now in its sister organization. Walter E. Donovan, formerly with American-Hawaiian Steamship Co., and Boston Foreign Freight Forwarders, Inc., is now with the Atlantic & Gulf Stevedores, Inc., Boston, working under E. J. Crocker, manager. (Wellington)

D. M. Dewart has been appointed sales manager of the San Francisco office of American Lumber & Treating Co. He was formerly with the company's New York sales force and is responsible for producing plants at Weed, Cal., and Wauna, Ore. (Haskell)

W. J. ("Jack") Jarvis, superintendent since 1941 of Fruehauf Trailer & Equipment Co., factory branch Portland, Ore., has been promoted to branch manager. (Haskell)

E. B. Drisko, West Coast manager, Brodick & Bascom Rope Co., has announced the appointment of J. T. Robinson, covering West Coast territory from Canadian border to Chehalis, Wash., and E. M. Conser for the terri-

tory between Roseburg, Ore., and Red Bluff, Cal. (Haskell)

Charles P. Cramer of Cramer Machinery Co., was elected president, Portland Machinery Dealers' Assn.; Robert Vial, Contractors' Equipment Corp., vice president; and Don Feenaughty, Feenaughty Machinery Co., secretary. (Haskell)

Edward O. Ireland, veteran transportation executive, has joined Transcontinental & Western Air, Inc., as mail and express traffic representative for the New York district.

C. W. Orton has recently resigned as Port Commissioner of Tacoma, Wash. W. B. Stephens, Sumner, Wash., has been appointed to the Tacoma Port Commission to take his place. The latter came to Sumner in 1912 as engineer in charge of the new Fleischmann Co. yeast plant there, remaining since as factory manager of the plant now renamed Standard Brands, Inc. (Littelljohn)

The promotion of Joseph L. Sheppard to general traffic manager of the Illinois Central Railroad has been announced by Roy E. Barr, vice president.

Election of William Balderston, formerly vice president in charge of the commercial division, to the position of vice president in charge of operations, and a member of the executive committee of Phileco Corp., has been announced by John Ballantyne, president.

L. T. France has become vice president and general manager, The Bonded Warehouse Co., Pensacola, Fla. He was formerly business development representative with the U. S. Rubber Co. W. L. Ray, president of the warehouse firm, continues in that position but is inactive because of ill health.

Edward V. Whallon has been appointed district traffic manager of United Air Lines for New England, with headquarters in Boston. The appointment marks the first step in the United Air Lines' plan for expansion of the Boston office of the company, preparatory to establishment of service between Boston and Cleveland, via Hartford, recently authorized

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**  
**BONDED**

FIREPROOF

**POOL CAR DISTRIBUTORS**  
**STORAGE AND DRAYAGE**

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

**Scobey Fireproof Storage Co.**

311-339 North Medina St., San Antonio 7

HOUSEHOLD - MERCHANT-

- COLD STORAGE -

CARTAGE

DISTRIBUTION

INSURANCE RATE - - - 10¢

Members of 4 Leading Associations



## SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER & STORAGE CO.**

P. O. BOX 4007, STA. A, SAN ANTONIO 7

Specialists in Merchandise Distribution

**FIREPROOF CONSTRUCTION****BONDED STORAGE**o Represented by  
NEW YORK  
11 WEST 42ND ST. PHNL 6-0067  
CHICAGO  
1533 NEWBERRY AVE. MONMOUTH

## TYLER, TEXAS

J. F. WOMACK, Owner &amp; Manager

**TYLER BONDED WAREHOUSE & STORAGE COMPANY**

Established in 1923

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas.

Specializing in Pool Car Distribution and Merchandise Warehousing.

by the Civil Aeronautics Board. (Wellington)

Eugene Caldwell, vice president of the Hysler Co., Portland, Ore., has announced three personnel changes: W. B. Morrow, formerly personnel manager, will head a new department of confidential nature. Cliff Dunham, who has been in charge of the Chicago office, becomes personnel manager. Donald Foster, of the Portland purchasing department, will go to Chicago as office manager.

Adam J. Hazlett, formerly general manager of sales, has been elected vice president in charge of sales of Jones & Laughlin Steel Corp., succeeding Lewis M. Parsons, resigned. (K)

J. A. Ireland has been promoted from assistant to general manager of the Republic Steel and tubes division of the Republic Steel Corp., succeeding J. V. Burley, who became manager of sales of the carbon bar division of Republic in Cleveland. Mr. Ireland has been with the steel and tubes division since 1922. (K)

Samuel M. Stone has resigned as chairman of the Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., but continues as a director. He resigned the presidency three months ago because of ill health, and was succeeded by Graham H. Anthony. (K)

William D. Rohan has resigned as executive vice president of the Inter-State Motor Freight System, having been with the firm 11 years. (K)

William H. Hunt has been appointed manager of the Detroit branch warehouse of the United States Plywood Corp., New York, succeeding the late J. C. Dorman. (K)

Charles L. Saunders, former vice president of the Minneapolis-Honeywell Regulator Co., has resigned as branch chief of the Office of Civilian Requirements to become president of the Wheeler Instruments Co., Chicago, industrial indicating, recording, and control instruments. (K)

Robert S. Clingan, formerly Chicago district

manager of the Copperweld Steel Co., Warren, Ohio, has been named general manager of sales for the firm. He was with Republic Steel Corp. before joining Copperweld. (K)

F. S. Himebaugh has been named central regional manager in charge of all field operations in 22 states for Victor Adding Machine Co., Chicago. For the last six years he was manager of the firm's Chicago retail branch.

Frank C. Angle has been named manager of Allis-Chalmers Mfg. Co.'s field sales offices in the general machinery division. He was formerly manager of sales activities for the company in the Pacific region. (K)

Frederic J. Robinson has been named sales manager in Latin America for the international division of Sylvania Electric Products, Inc. Before joining the firm in 1942, he was export sales manager in Latin America for the Gillette Safety Razor Co. (K)

Huntly H. Gilbert, formerly vice president in charge of sales and a director and member of the executive committee, Pullman-Standard Car Mfg. Co., who recently retired because of poor health, will continue with the firm in a consulting capacity. (K)

M. C. Horine has returned to his duties as sales promotion manager, Mack Trucks, Inc., following his resignation from the War Production Board. (K)

Ernest G. Brown has been named general manager, Mechanical Goods, General Products & Rubber Tread Division, United States Rubber Co. (K)

Stanley W. MacKenzie has been named director of purchases of the United States Rubber Co., succeeding George M. Tisdale, recently elected a vice president and member of the executive committee of the company. (K)

## OBITUARY

Shelby M. Jett, 55, secretary, head of the legal department and a member of the board of the B. F. Goodrich Co., Akron, Ohio, since 1927. He was born on a farm near Richmond, Ky. After graduating from Hampden-Sydney College, Hampden-Sydney, Va., in 1911, he attended the University of Virginia where he received his law degree in 1914. Thereafter he practiced law in small towns in the south until 1917, when he joined the B. F. Goodrich Co. Six months later he moved into the newly-formed legal department. He was one of the leading woodsmen and hunters of the mid-West, having hunted throughout Canada, the Rocky Mountains and other sections of this country and in Mexico. He had also traveled extensively in Europe.

Frederick C. FitzGibbon, 53, traffic manager, Mutual Orange Distributors, Redlands, Calif., for 24 years. A native Californian, he was born in San Francisco, graduating from St. Mary's College in Oakland, where he was ac-

tive in college sports. Serving a term as chairman of the traffic committee of the old American Fruit and Vegetable Assn., he was also a director of the California Citrus League at one time.

J. M. Miller, 49, chief engineer of the aircraft carburetor section of the Bendix Products Division, South Bend, Ind., for the past 18 years. A graduate of the University of Cincinnati, he served in the United States Army during World War I. Later he was associated as carburetor engineer with the United States Army Experimental Aviation Engineering division at McCook Field, a training ground for many of today's leading figures in the field of aircraft engineering and production.

Nathan Smith, 50, pioneer truck transportation man, owner of the L. & L. Transportation Co., Lowell, Mass., and a prominent member of the Traffic Club and Motor Club of Massachusetts. (Wellington)

Harry L. Hollingsworth, 47, traffic manager,

American Potash & Chemical Corp., Tucumcari, Cal. Prior to joining the staff of American Potash & Chemical Corp., he had served as rate expert for the California Packing Corp. and State Railroad Commission of California. (Herr)

George B. Horts, 43, secretary-treasurer, Talbot Terminal Warehouse Co., St. Louis, Mo. (Grissom)

T. F. Conway, 64, industrial agent, Santa Fe Railroad's Coast Lines. He entered the Santa Fe's service in Los Angeles in 1897 in the freight traffic department, and had been in that department continuously, acting as contracting freight agent, traveling freight agent and industrial freight agent. (Herr)

Charles D. Newell, 48, manager, Vernon Warehouses, Memphis, Tenn. He was a veteran of World War I and a vice president of the Memphis Warehouse Assn. (Grissom)

Charles F. Cowley, 63, assistant treasurer for 45 years of the J. L. Kelso Co., of which he was also assistant manager, Boston, Mass. He was a member of the Massachusetts Warehousemen's Assn. and lived in Roslindale, Mass. (Wellington)

William Haywood, 60, freight traffic manager, Illinois Central Railroad since 1932. Born in England, he came to the United States when a boy and joined the Illinois Central at Chicago as a messenger for the traffic manager at the age of 17. He was a former president of the Traffic Club of Chicago and the American Assn. of Freight Traffic Officers.

Joseph Weber, 78, past president and charter member of the Transportation Club, and a member of the Propeller Club, of Seattle, Wash. He had retired two years ago as vice-president and general manager of a stevedoring company in Seattle, after having been superintendent of terminals in Seattle for the Great Northern Railway Co. (Litteljohn)

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POOL CAR DISTRIBUTION  
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AGENTS AERO MAYFLOWER TRANSIT COMPANY

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S.W.A.  
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ESTABLISHED 1897  
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HOUSEHOLD  
GOODS  
OBJECTS OF ART  
FURS - RUGS  
VALUABLES

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ROANOKE, VA.

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more you buy the more you'll help and have.

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DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

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TACOMA 2, WASHINGTON



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DIVISION OF P&V-ATLAS INDUSTRIAL CENTER INC.  
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18 Warehouses

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tion and Complete Branch House Services

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850 Foot Dock



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FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE      RAILROAD SIDINGS  
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DESCRIPTION      DOCKING FACILITIES  
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C. & N.W.R.R. Siding

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—Phone Marquette 7091

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Cooler, Freezer and General Merchandising Storage  
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on C.M.S.P. & P. R.R.

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**SHEBOYGAN**

Warehouse &amp; Forwarding Co.

A Merchants & Manufacturers Warehouse  
11th and Illinois Ave. Sheboygan, Wis.  
Member of May. W.A. Wis. W.A.

**St. Lawrence Project  
Indorsed by Sec'y Jones**

The June issue of "Great Lakes Outlook," published by the Great Lakes Harbor Assn., reports that Secretary of Commerce Jesse Jones has endorsed the St. Lawrence seaway and power project as "an invaluable asset in any project of post-war production and commerce."

In a letter to Senator Aiken, author of the Senate bill authorizing construction of the waterway, Secretary Jones outlined the benefits of the proposed project as follows:

1. It would reduce the costs of transporting agricultural and other commodities to the northeastern and north central United States.
2. It would develop a shipbuilding industry along the Great Lakes that would be equipped to construct oceangoing vessels as large as cruisers.
3. It would provide a tremendous amount of power in New York State and throughout the northeastern region.

"It is the department's conclusions," Secretary Jones said, "that the proj-

ect should be undertaken. If thought advisable, it could easily be financed through the issuance and sale of revenue bonds payable from toll charges and the sale of power, with no cost to the taxpayers."

**Pennsylvania Installs  
Train Telephones**

The first application to its main line operations of train to train and train to tower telephone communication has been installed by the Pennsylvania Railroad.

The road's electronic train telephone system, providing instantaneous and continuous communication between moving trains and wayside towers and between moving trains themselves, has been installed on two main line four-track divisions, covering 245 miles of line, between Harrisburg and Pittsburgh, Pa.

This new installation of the electronic train telephone, which was developed in collaboration with the Union Switch and Signal Co. and has

For Shippers' Convenience, States, Cities and Firms are Arranged Alphabetically

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Storage and Distribution  
Customs Bonded. Pool Car Distribution. Household  
Goods Moved, Packed, Shipped and Stored.  
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**COMPLETE MODERN STORAGE AND  
DISTRIBUTION FACILITIES**

Dry Storage      Cold Storage      Bonded Storage  
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Field Warehousing

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200,000 SQ. FT. OF MODERN FIREPROOF SPACE  
LOCATED IN THE EXACT CENTER OF THE CITY  
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LOCAL AND LONG DISTANCE MOVERS  
Private Room System for Storage  
CRATING, PACKING and SHIPPING  
Charges Collected and Promptly Remitted  
Member: N. F. W. A., Gen. W. A.

**ARE PEOPLE INTERESTED IN DISTRIBUTION?**

Look at page 32 of this issue and judge for  
yourself from the evidence presented.

been in experimental use since June, 1942, on the Belvidere-Delaware Branch in northern New Jersey, will give railroad officials opportunity to work out the adaptation of the new system to conditions in one of the heaviest railroad traffic areas of the country.

**San Francisco Needs  
More Longshoremen**

Intensification of war activities in the Pacific has brought the San Francisco Bay area into a serious waterfront labor crisis. The War Manpower Commission and the Maritime Industry Committee, in calling for 200 additional longshoremen, said that the "worst Bay area labor shortage since the beginning of the war" threatens movement of supplies into the Pacific war areas. Paul Eiel of the Maritime Industry Committee feared that the longshore labor supply might remain 35 per cent below requirements unless supplementary personnel can be obtained. (Gidlow)

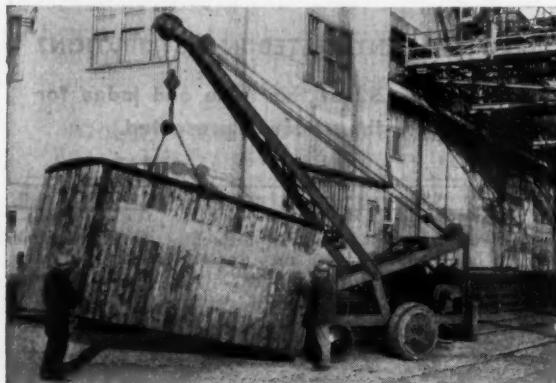


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# CASE

KEEP ON BUYING BONDS

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